Cash Box

ANNUAL

World Wide

DIRECTORY

1962-1963

20th Anniversary Edition

AUGUST 11, 1962

THE VOICE HEARD

'ROUND THE WORLD!

Current Album
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Current Single
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and
"THE BIGGEST SIN OF ALL"
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*GOODNIGHT, IRENE (4-42417)
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*I LEFT MY HEART IN SAN FRANCISCO (4-42332)
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Cash Box

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from the desk of . . .

JOE ORLECK
OF
Cash Box

August 11, 1962

Dear Friends:

In achieving its 20th birthday, Cash Box is proud to celebrate this most happy occasion with the largest, most comprehensive issue it has ever published.

This issue, Cash Box annual directory edition, which over the years, has become the foremost reference guide and an integral part of every firm in the industry, both as to editorial content and advertisements, is acknowledged as the most important single issue published during the year for the industry the world over.

That Cash Box has been able to attain the distinction as the World's Leading Publication in our industry is due only thru the fact that it serves the requirements of the trade . . . honest, fearless, progressive service, with understanding and awareness of the problems of its readers and advertisers.

We thank all of our many friends thruout the world for making it possible to reach this milestone, and we assure them we shall continue in the years ahead to serve them to our utmost.

Joe Orleck

President and Publisher

Cash Box TOP 100

BEST SELLING TUNES ON RECORDS COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 11, 1962

		Position 8/4	7/28
1	**BREAKING UP IS HARD TO DO** ★NEIL SEDAKA-RCA-8046	3	5
2	**ROSES ARE RED** ★BOBBY VINTON-Epic-9509 ELLA & FELLA-Zenith-62235	1	1
3	**LOCO-MOTION** ★LITTLE EVA-Dimension-1000	7	12
4	**AHAB THE ARAB** ★RAY STEVENS-Mercury-71966	2	4
5	**THE WAH-WATUSI** ★ORLONS-Cameo-218 RICKI ANDERS-Twin Hits-2018	4	2
6	**SEALED WITH A KISS** ★BRIAN HYLAND-ABC-10336 TIMMY REYNOLDS-Twin Hits-2016	5	3
7	**YOU'LL LOSE A GOOD THING** ★BARBARA LYNN-Jamie-1220	8	10
8	**SPEEDY GONZALES** ★PAT BOONE-Dot-16368 DAVID DANTE-RCA-8056 DEL-KNIGHTS-Stacy-502 CHET AVERY-Twin Hits-2018		
9	**TWIST AND SHOUT** ★ISLEY BROS.-Wand-124	10	11
10	**I CAN'T STOP LOVING YOU** ★RAY CHARLES-ABC-10330 TAB HUNTER-Dot-16335 DON GIBSON-RCA-0590 GENE AMMONS-Argo-5417 RAY GARNETT-Operators-2012	9	8
11	**THE STRIPPER** ★DAVID ROSE-MGM-13064 ERNIE FREEMAN-Imperial-S841 CONTRASTS-Twin Hits-2013	11	9
12	**WOLVERTON MOUNTAIN** ★CLAUDE KING-Columbia-42352 PETE REEVES-Twin Hits-2016	12	7
13	**THINGS** ★BOBBY DARIN-Atco-6229	19	24
14	**PARTY LIGHTS** ★CLAUDINE CLARK-Chancellor-1113	17	20
15	**THEME FROM DR. KILDARE (THREE STARS WILL SHINE TONIGHT)** ★RICHARD CHAMBERLAIN-MGM-13075 VALJEAN-Carlton-573 HANK LEVINE-Dolton-56 JOHNNIE SPENCE-King-5622 STAN GETZ-Verve-10260	13	16
16	**LITTLE DIANE** ★DION-Laurie-3134 TIMMY REYNOLDS-Twin Hits-2020	18	22
17	**DANCIN' PARTY** ★CHUBBY CHECKER-Parkway-842 CLARK VALE-Twin Hits-2019	14	14
18	**YOU DON'T KNOW ME** ★RAY CHARLES-ABC-10354	27	51
19	**I NEED YOUR LOVIN'** ★DON GARDNER & DEE DEE FORD-Fire-S08	16	17
20	**SHE'S NOT YOU** ★ELVIS PRESLEY-RCA-8041	51	—
21	**(GIRLS, GIRLS, GIRLS) MADE TO LOVE** ★EDDIE HODGES-Cadence-1421	20	26
22	**SHIELA** ★TOMMY ROE-ABC-10329	35	60
23	**HEART IN HAND** ★BRENDA LEE-Decca-31407	21	25
24	**BRING IT ON HOME TO ME** ★SAM COOKE-RCA-8036	32	46
25	**VACATION** ★CONNIE FRANCIS-MGM-13087	39	56
26	**GRAVY (FOR MY MASHED POTATOES)** ★DEE DEE SHARP-Cameo-219 RICKI ANDERS-Twin Hits-2019	22	15
27	**JOHNNY GET ANGRY** ★JOANIE SOMMERS-Warner Bros.-S275 SAMMY COLLINS-Twin Hits-2017	15	13
28	**MR. IN-BETWEEN** ★BURL IVES-Decca-31405	29	36
29	**WHAT'S A MATTER BABY** ★TIMI YURO-Liberty-S5469	40	62
30	**HAVING A PARTY** ★SAM COOKE-RCA-Victor-8036	28	18
31	**PALISADES PARK** ★FREDDY CANNON-Swan-4106 TIMMY REYNOLDS-Twin Hits-2014	24	21
32	**DEVIL WOMAN** ★MARTY ROBBINS-Columbia-42486	60	82
33	**AL DI LA** ★EMILIO PERICOLI-Warner Bros.-5259 JOE RENE-Epic-9510 RAY ANTHONY-Capitol-4742 AL HIRT-RCA-8016 FAUSTO PAPETTI-London-10502 CARMEN VILLANI-Chancellor-1114 TONY DALLARA-Vesuvius-1024 SAN REMO FESTIVAL ORK-Coral-62320 JERRY VALE-Columbia-42027 LUCIANO TAJOLI-Bravo-4510	23	19
34	**RINKY DINK** ★DAVE "BABY" CORTEZ-Chess-1829	45	68
35	**'TIL DEATH DO US PART** ★BOB BRAUN-Decca-31355	42	50
36	**A SWINGIN' SAFARI** ★BILLY VAUGHN-Dot-16374	43	58
37	**IT KEEPS RIGHT ON A-HURTIN'** ★JOHNNY TILLOTSON-Cadence-1418	25	23
38	**WELCOME HOME BABY** ★SHIRELLES-Scepter-1234	30	33
39	**LIMBO ROCK** ★CHAMPS-Challenge-9131 TIDES-Mercury-71990 DOWNBEATS-Twin Hits-2020	33	35
40	**THEME FROM ROUTE 66** ★NELSON RIDDLE-Capitol-4741 DE FRANCO-GUMINA QT-Mercury-71947	41	42
41	**HAVE A GOOD TIME** ★SUE THOMPSON-Hickory-1174	31	34
42	**IT STARTED ALL OVER AGAIN** ★BRENDA LEE-Decca-31407	26	28
43	**I DON'T LOVE YOU NO MORE** ★JIMMY NORMAN-Little Star-113	44	48
44	**MAKE IT EASY ON YOURSELF** ★JERRY BUTLER-VeeJay-451	50	64
45	**STOP THE WEDDING** ★ETTA JAMES-Argo-5418	58	81
46	**I'LL NEVER DANCE AGAIN** ★BOBBY RYDELL-Cameo-217	34	27
47	**LITTLE RED RENTED ROW BOAT** ★JOE DOWELL-Smash-1759 DAVE KENNEDY-Cuca-1093	36	38
48	**SHAME ON ME** ★BOBBY BARE-RCA-8032	63	75
49	**SNAP YOUR FINGERS** ★JOE HENDERSON-Todd-1072 BARRY RANDOLPH-Twin Hits-2012	37	30
50	**BONGO STOMP** ★LITTLE JOEY & FLIPS-Joy-262	38	32
51	**YOU BELONG TO ME** ★DUPREES-Coed-569	70	77
52	**ABOVE THE STARS** ★MR. ACKER BILK-Atco-6230 CAESAR GIOVANNI-Mercury-72003 DON COSTA-Columbia-42494	48	49
53	**RAMBLIN' ROSE** ★NAT "KING" COLE-Capitol-4804	74	—
54	**NEVER IN A MILLION YEARS** ★LINDA SCOTT-Congress-103	49	47
55	**BEN CRAZY** ★DICKIE GOODMAN-Diamond-119	62	76
56	**WALK ON THE WILD SIDE** ★JIMMY SMITH-Verve-10255 ELMER BERNSTEIN-Choreo-101 BROOK BENTON-Mercury-71925 MARILN BROWN-DRA-7007 CONTRASTS-Twin Hits-2013	52	39
57	**THE BALLAD OF PALADIN** ★DUANE EDDY-RCA-8047 DOWNBEATS-Twin Hits-2020 JOHNNY WESTERN-Columbia-42161	6S	73
58	**SUMMERTIME, SUMMERTIME** ★JAMIES-Epic-9281	59	63
59	**MARY'S LITTLE LAMB** ★JAMES DARREN-Colpix-644	54	S2
60	**COME ON LITTLE ANGEL** ★BELMONTS-Sabina-505	71	79
61	**CARELESS LOVE** ★RAY CHARLES-ABC-10354	76	100
62	**PLAYBOY** ★MARVELETTES-Tamla-S4060	46	29
63	**WHERE ARE YOU** ★DINAH WASHINGTON-Roulette-4424	56	43
64	**ALLEY CAT** ★BENT FABRIC-Atco-6226	84	100
65	**JOHNNY LOVES ME** ★SHELLEY FABARES-Colpix-636	57	44
66	**CINDY'S BIRTHDAY** ★JOHNNY CRAWFORD-Del-Fi-4178	53	45
67	**STRANGER ON THE SHORE** ★MR. ACKER BILK-Atco-6217 ★ANDY WILLIAMS-Columbia-42451 DRIFTERS-Atlantic-2143 SAMMY GARDNER-Norman-517 BUDDY MERRILL-Dot-16346	47	31
68	**SO WRONG** ★PATSY CLINE-Decca-31406	66	70
69	**SILVER THREADS AND GOLDEN NEEDLES** ★SPRINGFIELDS-Philips-40038	91	98
70	**REAP WHAT YOU SOW** ★BILLY STEWART-Chess-1820	81	86
71	**TEEN AGE IDOL** ★RICK NELSON-Imperial-5864	—	—
72	**WEST OF THE WALL** ★TONI FISHER-Bigtop-3097	69	41
73	**BEECHWOOD 4-5789** ★MARVELETTES-Tamla-54065	95	—
74	**JUST TELL HER JIM SAID HELLO** ★ELVIS PRESLEY-RCA-8041	77	—
75	**YOUR NOSE IS GONNA GROW** ★JOHNNY CRAWFORD-Del-Fi-4181	92	—
76	**LOVE ME AS I LOVE YOU** ★GEORGE MAHARIS-Epic-9522	83	85
77	**LET'S DANCE** ★CHRIS MONTEZ-Monogram-50S	98	—
78	**WORRIED MIND** ★RAY ANTHONY-Capitol-4742	75	74
79	**JIVIN' AROUND** ★AL CASEY-Stacy-936	85	97
80	**I JUST CAN'T HELP IT** ★JACKIE WILSON-Brunswick-55229	79	71
81	**MY DADDY IS PRESIDENT** ★LITTLE JO-ANN-Kapp-467	82	84
82	**THE BIRDMAN** ★HIGHWAYMEN-United Artists-475	86	92
83	**PAPA-OOM-MOW-MOW** ★RIVINGTONS-Liberty-55427	100	—
84	**YOU BEAT ME TO THE PUNCH** ★MARY WELLS-Motown-1032	—	—
85	**SURFIN' SAFARI** ★BEACH BOYS-Capitol-4777	99	—
86	**SEND ME THE PILLOW YOU DREAM ON** ★JOHNNY TILLOTSON-Cadence-1424	—	—
87	**A WONDERFUL DREAM** ★MAJORS-Imperial-5855	100	—
88	**A TASTE OF HONEY** ★MARTIN DENNY-Liberty-55470 * EDDIE CANO-Reprise-20075 * VICTOR FELDMAN-Infinity-020 * QUINCY JONES-Mercury-72012 JESSE POWELL-Kapp-476 HI-LO'S-Reprise-20095 RIC MARLOW-Marc-101 LLOYD G. MAYERS-United Artists-497	—	—
89	**THE BIGGEST SIN** ★CONNIE FRANCIS-MGM-13087	—	—
90	**BOYS' NIGHT OUT** ★PATTI PAGE-Mercury-72013 DEL RICHARDSON-MGM-13088	96	—
91	**THEME FROM A SUMMER PLACE** ★DICK ROMAN-Harmon-1004 JOANIE SOMMERS-Warner Bros.-5275 PERCY FAITH-Columbia-33007	97	—
92	**TEAR AFTER TEAR** ★PATTI LA BELLE & BLUE BELLES-Newtown-5007	90	100
93	**BABY ELEPHANT WALK** ★LAWRENCE WELK-Dot-16365 MINIATURE MEN-Dolton-52 CARL STEVENS-Mercury-71996 KAI WINDING-Verve-10258 PARISIAN SEXTET-Challenge-9151	94	96
94	**POINT OF NO RETURN** ★GENE McDANIELS-Liberty-55480	—	—
95	**I KEEP FORGETTIN'** ★CHUCK JACKSON-Wand-126	—	—
96	**MR. SONGWRITER** ★CONNIE STEVENS-Warner Bros.-5289	—	—
97	**GREEN ONIONS** ★BOOKER T. & MG'S-Stax-127	—	—
98	**TOO BAD** ★BEN E. KING-Itco-6231	100	—
99	**YIELD NOT TO TEMPTATION** ★BOBBY BLAND-Duke-3S2	—	—
100	**IF I HAD A HAMMER** ★PETER, PAUL & MARY-Warner Bros.-5296	—	—
100	**TOO LATE TO WORRY** ★GLENN CAMPBELL-Capitol-4783	—	—
100	**LOLITA YA YA** ★VENTURES-Dolton-60 * SUE LYON-MGM-13067 * NELSON RIDDLE-Capitol-4741 ORCHESTRA DEL ORO-Sonodor-207	—	—

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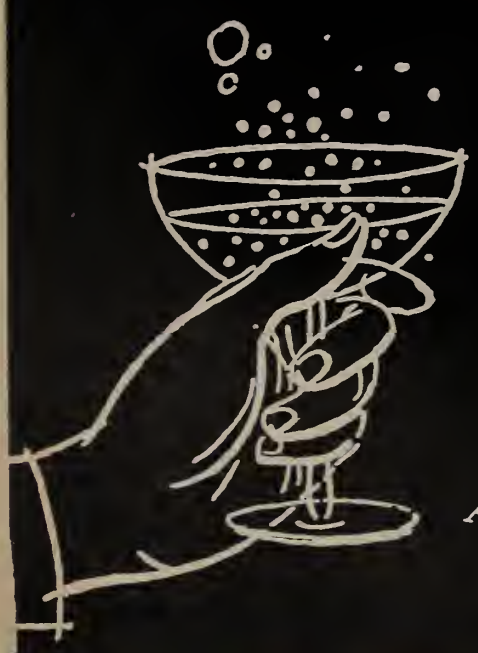

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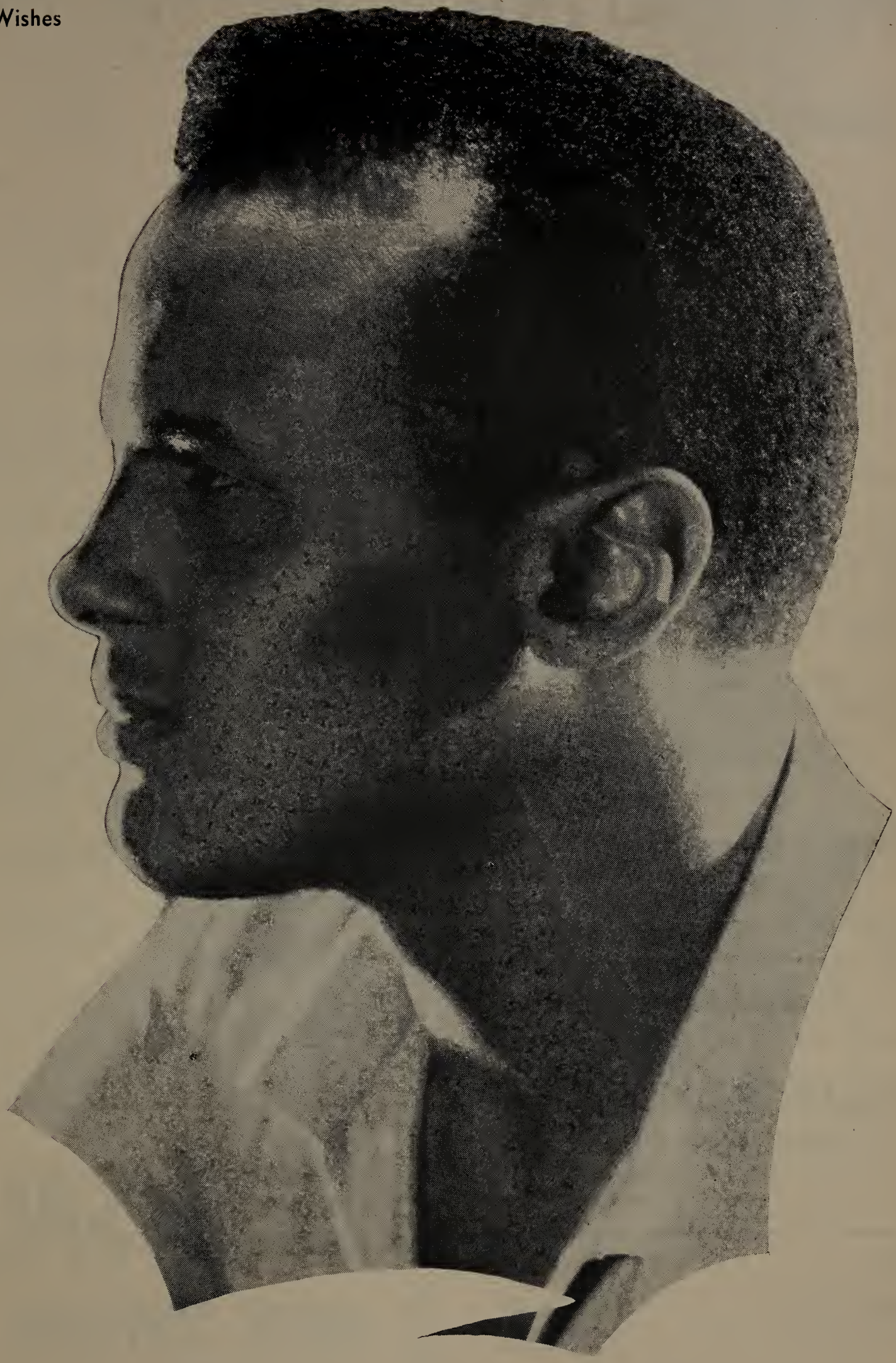

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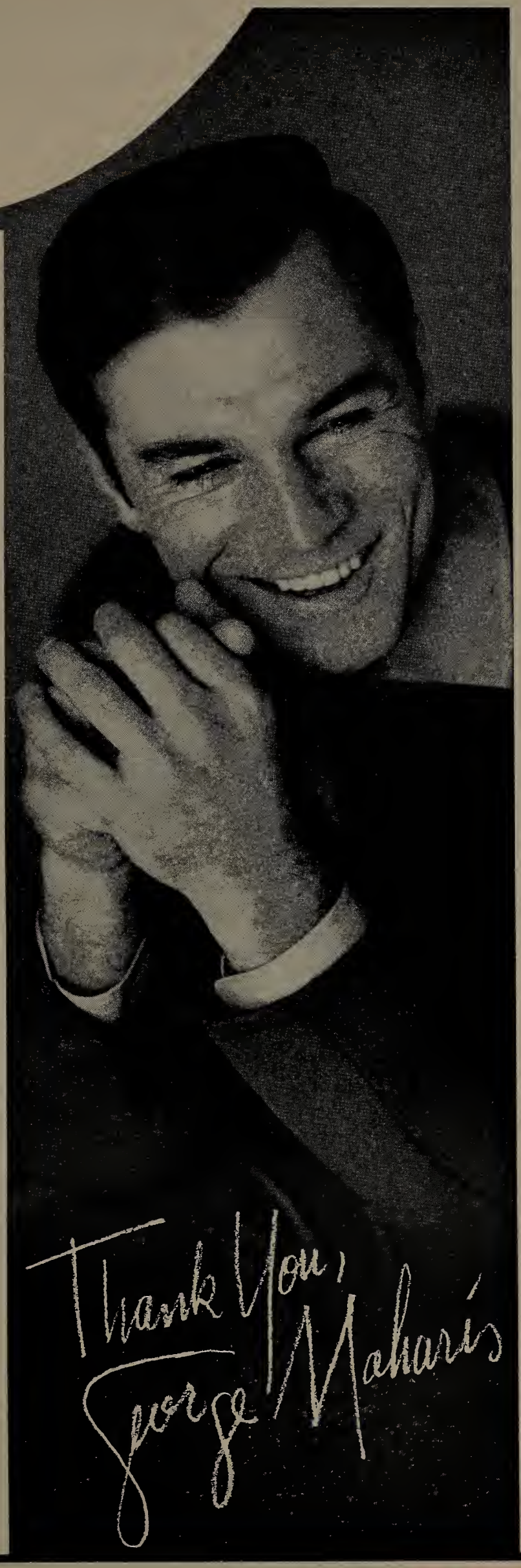

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Midwest Dist. Co.
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Paul Levy—GA 1-1938-1939
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Norman Wienstroer—CE 1-5430
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Al Chotin—MA 1-0966
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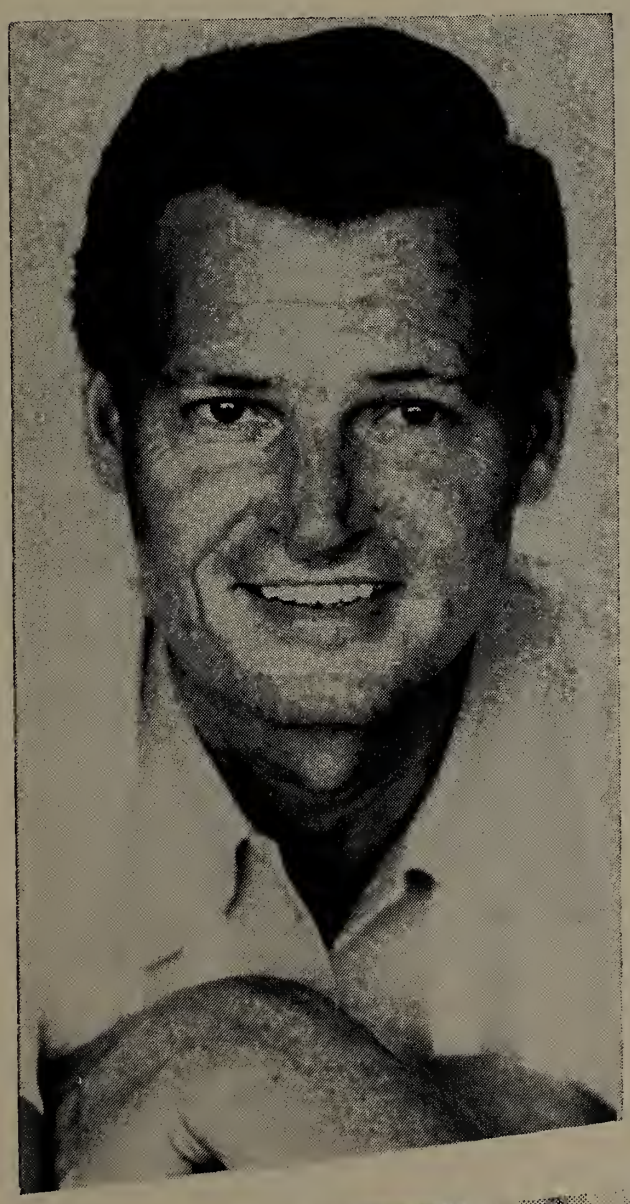

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TT 2-0427
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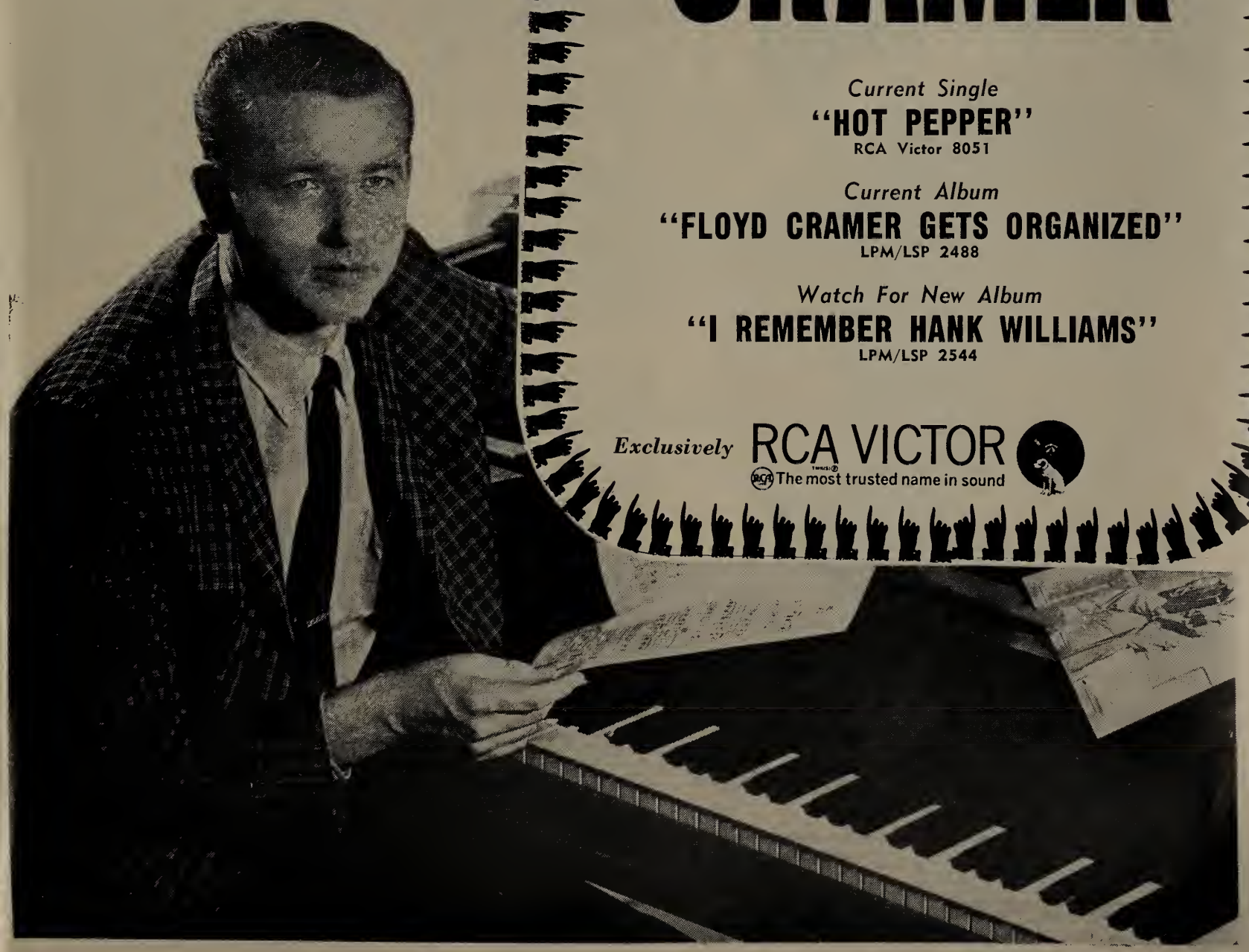

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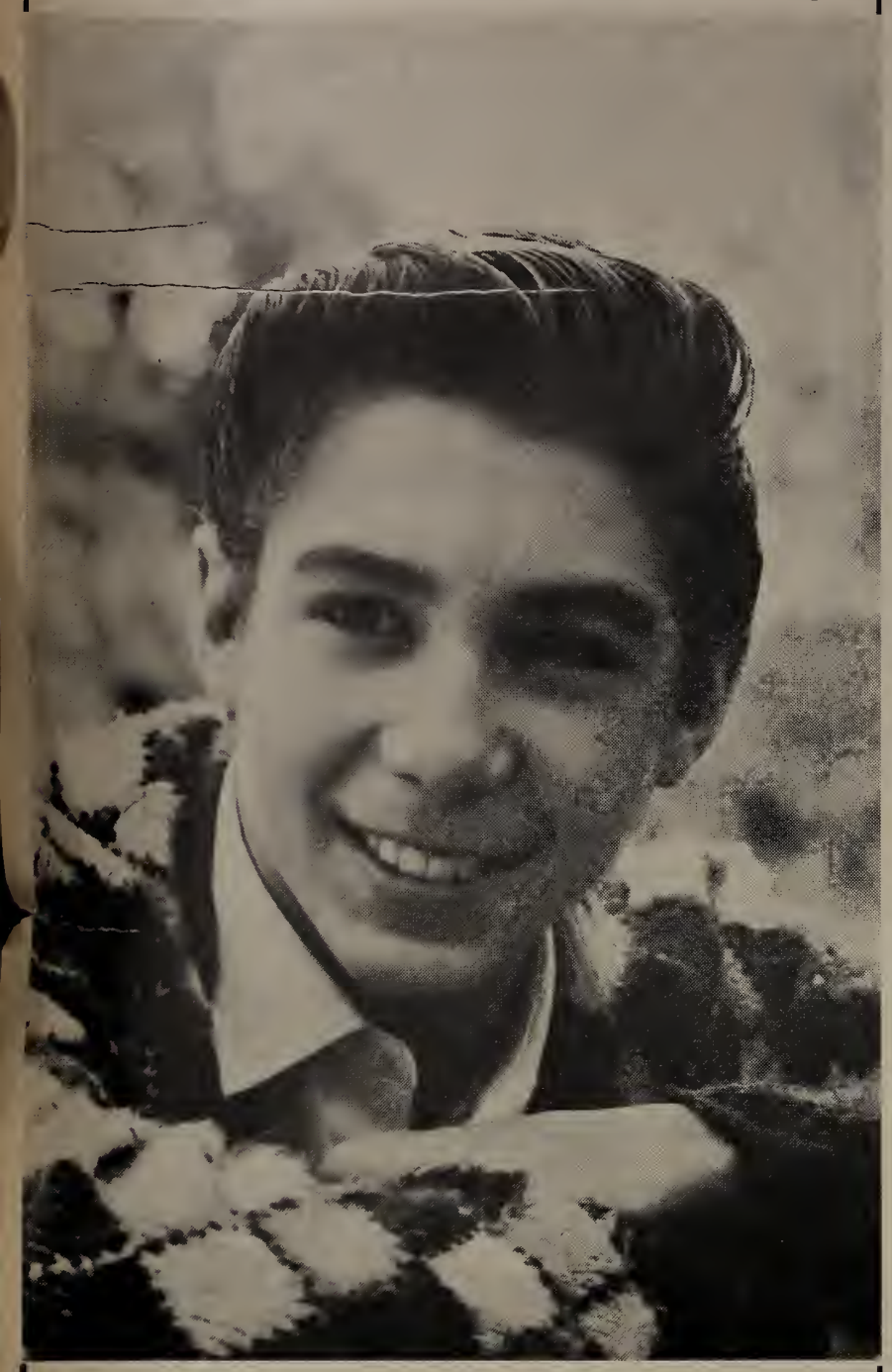

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(RCA Victor, RCA Camden)

MEMPHIS

Capitol Records Dist. Corp.
1792 Lotham St.
Roger Berkley—WH 8-6713
(Capitol, Angel, Capitol, EMI)

Columbia Mid-South
668 S. Main St.
Leslie Stratton III—BR 2-7520
(Columbia, Epic, Jubilee))

Dot Dist. Corp.
1144 Union Ave.
Seymour Spiegelman—BR 2-1715
(Dot)

King Records
1092 Union Ave.
Kenny Sowder—BR 5-3487
(King, Federal, Deluxe, Bethelem, Beltone, Kem, 4-Star)

McDonald Bros. Co. Inc.,
994 So. Bellevue
Charles Smith—WH 8-2771
(RCA Victor, RCA Camden, London, Monument, Philips)

Music Sales Co.
1117 Union
Leon T. McLemore—BR 6-1776
(ABC-Paramount, Atco, Argo, Colpix, Carlton, Chess, Checker, Codence, End, Gone, Ember, Project, Imperial, Instant, Hallway, Holiday Inn, Santo, Sun, Phillips, Hi, VeeJay, Ace, Disneyland, Sovoy, Stax, Volt, Cameo, Parkwoy, Roulette, Audio Fidelity, Grand Award, Verve, Vanguard, Swan, Coed, Starday, Time)

Record Sales Corp.
1070 Union Ave.
Bob Adams—BR 2-3049
(Amy, Atlantic, Audio Book, Backbeat, Bigtop, Candix, Challenge, Crown, Cub, Dolton, Dore, Duke, Dunes, Era, Foxy, Gregmark, Hickory, Hull, Kopp, Kent, Landa, Liberty, Lion, London, Lute, Malo, Medallion, Metro, MGM, Newton, Original Sound, Peacock, Valiant, Warner Bros.)

Stratton Warren Hardware Co.
37 E. Carolina
Jack D. Brown—JA 5-7741
(Decca, Corel, Brunswick, Contemporary, Good Time, Jazz, Elektra, Listen & Learn)

S. W. Dist. Co.
668 So. Main St.
Lloyd Linville—BR 4-0766
(Prestige, Amy, Malo, Richmond, Jubilee, Josie, Vanguard, Class, Del Fi, Donna, Everest, Hickory, Jaro, Kapp, Top Ronk, 20th Fox, United Artists, Worner Bros., Washington, Westminster)

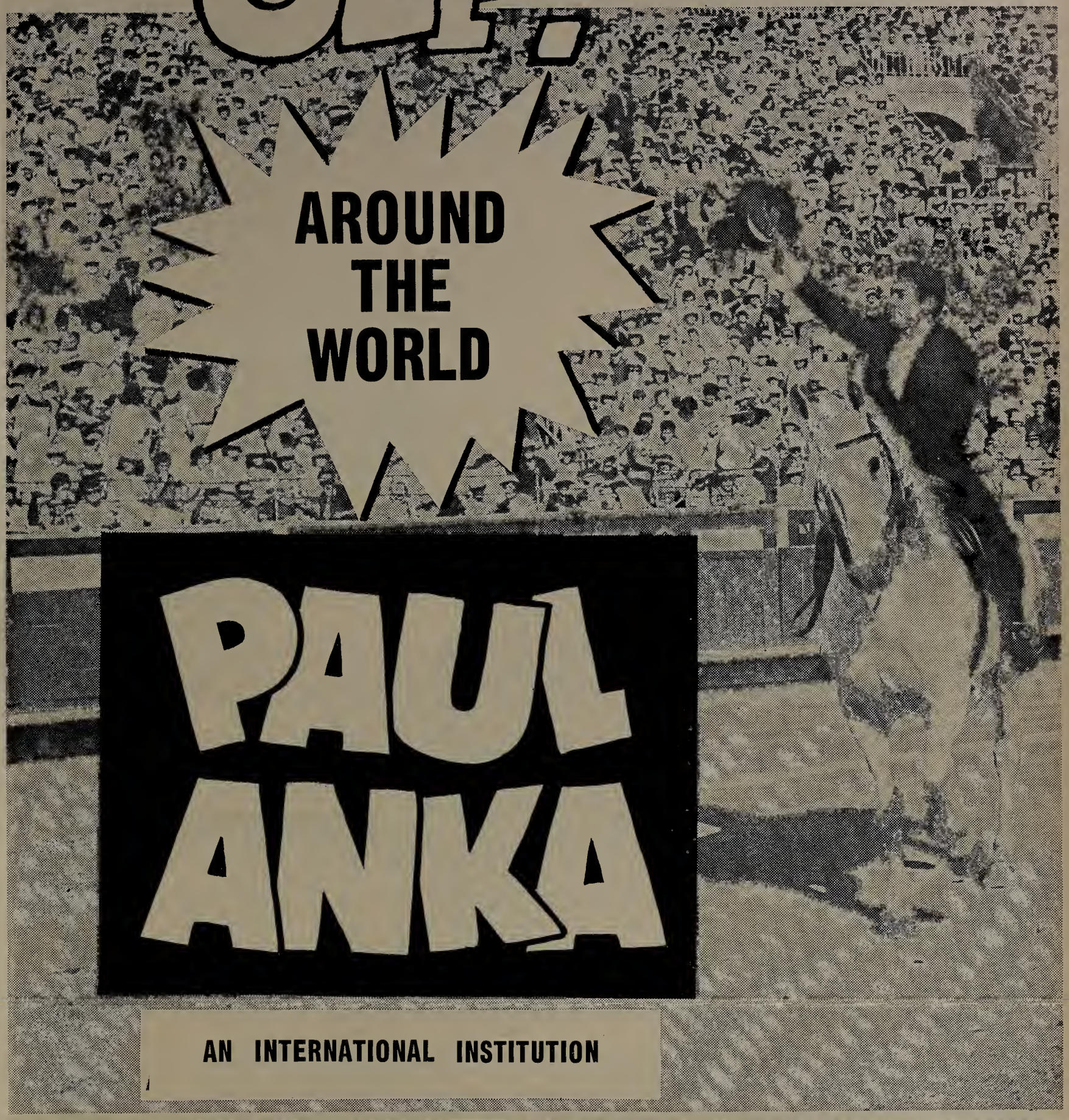
NASHVILLE

Dot Record Dist.
533 4th Ave. So.
George Cooper—AL 5-3311
(Dot, Hamilton)

Ernie's Record Mart
179 3rd Ave. North
Ted Adams—AL 6-2916
(Noshboro, Excello, Chess, Checker, Argo, Imperiol, Specialty, Duke, Peacock, Wond, Scepter Hi, Old Town, Federal, King, Sovoy, Gospel, Monument, Laurie, Roulette, Sun, Phillips, Warwick, Liberty, United Artists, Atlantic, Vee Jay, Stax, Lupine, Hickory, Sue, AFO, Nasco, Dooto, Epic)

Music City Record Dist. Inc.
127 Lafayette Street
Hutch Carlock—AL 5-7315
(ABC-Paramount, Arvee, Atco, Atlantic, Atlos Tole Spinners, Baronet, Big Top, Cameo, Canadian American, Caprice, Challenge, Chancellor, Circo, Cover, Crown, Crest, D, Delto, Disneyland, Dodge, Enjoy, Ermine, Ero, Excello, Fantasy, Fax, Felstod, Fire, Fraternity, Golden Crest, Hi, Hi Fi, Hickory, Holiday Inn, Imperial, Josie, Jubilee, Jumbo, Kapp, Kent, Keen, Lando, Laurie, Laugh Time, Legrond, Medollion, Mercury, Mercury-Wing, Mercury-Childcroft, Mercury-Ploycraft, Milestone, Minit, Mohawk, Monument, Nashboro, Original Sound, Pacific Jazz, Porkway, Perri, Mr. Peocock, Philles, Phillips, Roinbow, Rendezvous, Republic, Roost, Roulette, Sandy, Sar, Shosto, Signet, Smosh, Southern Sound, Specialty Starday, Stereoddities, Sun, Swan, Swingin', Tilt, Tri-Phi, Trans-world, V-Tone, eVrve, Vista, World Pacific)

OLÉ!



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and the lines they handle

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147 Lafayette Street
Howard Allison—AL 4-1991
(Ace, Everest, Old Town, Fury, Peacock, Age, Peanut, Amy, Poncello, AFO, Playhour, Argo, Reprise, Arliss, Gold Eagle, Revelation, Back Beat, Gold Disc, Ric, Blue Note Jazz, Gone, Bon, Blue Horizon, Gospel, Brent, Guyden, Riverside, Canadian American, Herald, Segway, Carlton, Home Of The Blues, Scepter, Chan, Hobb, Sue, Chief, Hull, Talma, Checker, Hermitage, Todd, Chess, Infinity, Time, Choice, Indigo, Coed, Instant, Ultra Audio, Colpix, Johnson, United Artists, Del Fi, K-Ark, Valmor, Dalton, Tom Lehrer, Vee Jay, Liberty, Donna, Little Golden Dooto, MGM, Mala, Mark X, Matown, Musicor, Neptune, Duke, Ember, Empress, End)

TEXAS

DALLAS

Adleta Co.
1914 Cedar Springs
David Eisenlahr—RI 1-3151
(RCA Victor, RCA Camden)

Best Record Dist. Co.
1327 Chemical St.
Kerry B. Charlton—ME 1-0660
(Warner Bros., Valiant, Challenge, Hi Fi, Disneyland, Vista, Hickory, Starday, Rendezvous, Joy, Dooto, Cricket, Wonderland, Crown, Design, Grand Prix, S.N.P.)

Big State Dist. Co.
2200 Irving Blvd.
Bill Emerson—RI 2-5409
(ABC-Paramount, Atco, Atlantic, Calico, Camea, Challenge, Chancellor, Class, Del Fi, Dore, Ember, Epic, Imperial, Jamie, Jaro, Kapp, Laurie, Liberty, MGM, Madison, Mata, Nashboro, Palette, Paris, Richmand, Roulette, Stereodities, Time, Top Rank, 20th Fox, United Artists, Vee Jay, Warwick, Colpix, Cadence, Parkway, Caed, Fraternity, Smash, Carlton, London, Phillips Int'l.)

Calmar Dist. Co.
2404 Farrington
Me 1-3820
(Mercury)

Capital Records Dist. Corp.
2360 Irving Blvd.
Charles Bratnaber—NE 1-2250
(Capitol, EMI, Angel)

Decca Dist. Corp.
139 Cole St.
C. E. McNabb—RI 2-3739
(Decca, Coral, Brunswick)

Dot Dist. Corp.
1347 Chemical
Stan Levensan—RI 8-1673
(Dot)

King Records, Inc.
1632 Irving Blvd.
Phil Archer—RI 8-2756
(King, Federal, Deluxe, Bethlehem, Rep, Audio-Lab, 4-Star, Candee, Beltone, Fairlane, Kem)

Columbia Record Dist.
2603 Farrington St.
Tom Cade—ME 1-5680
(Columbia)

EL PASO

M. B. Krupp Dist. Inc.
311 So. Santa Fe St.
M. B. Krupp—KE 2-4961
(Atlantic, Hi Fi, Sar, Dot, Atco, Argo, Ideal, Sue, Joy, Audio Fidelity, Imperial, Sun, Joy, Cameo, Calonila, Jamie, Swan, Le Grande, Chess, Colpix, Jubilee, Tamla, Minit, Checker, Wand, Del Fi, Laurie, Del Valle, Landa, Warner Bros., Donna, Tom Lehrer, Yucca, Duke, Miami, Ember, Motown, Gum, Era, Old Town, Starday, Fantasy, Parkway, Disney, Fire, Peacock, Vista, Fury, Project, Big Top, Falcon, Roulette, Dootone, Hickory, Scepter, Dore)

Sunland Supply Co. Inc.,
1200 E. Missouri Ave.
553-5901
(ABC-Paramount, Bethelehem, Cadence, Command, Chancellor, Grand Award, King, Lian, Living Language, Londan, MGM, Original Sound, Peerless, Richmand, Telefunken, Vanguard, Addit, Cetra, Folkways, All Bay, Cimarron, Four Star, Antler, Callier, George, Apt, Colonila, Gospel, Artia, Commodore, Great, Auburn, Cricket, Guaranteed, Audia Book, Cub, Hi, Audio Lab, DeLuxe, Huron, Beltone, Dial, Image, Barderline, DRA, Impulse, Boston, Dynasty, Keith, Bruno, Eco, Kem, Caedmon, Fairlane, Key, Candid, Famous, K&G, Candle, Federal, Monitor, Carltan, Felsted, Mantilla, Centaur, Festival, Manument, Nat, Rondo, Tampa, Omega, Randalette, Terrace, Pac, Savoy, Tibor, Pam, Scienta, Tilt Parliament, Sea Horse, Top Peter Pan, Seville, Tpoix, Playtime, Sharp, Treasure, President, Shasta, TRI, Press, Shell, Waldorf, Promo, Spark, Wallis, Queen, Specialty, Wiltaw, Regent, SPQR, World Wide, Rendezvous, Stage, XYZ, Rep Sultan, Zion, Children's Record Guild, Concert Disc, Golden Crest, Living Literature, United Southern Artists, Young Peoples Records)

HOUSTON

Central Sales, Inc.
2104 Leeland,
George E. Jamail—CA 8-5255
(Blue Note, Coed, Caprice, Congress, Colpix, Canadian American, Starday, Sabina, Dooto, Fantasy, Living Language, Young People's Record, Todd, Golden Eagle, Amy, Mala, Allstar, Sonodor, Somerset, Cabot, TNT, Fraternity, Muzart, Picos, Nina, Audio Book, 20th Fox, Peerless)

H. W. Daily, Inc.
314 E. 11th
Bud & Dan Daily—UN 1-6868
(Art Tane, AFO, Big Top, Cadence, Candid, Carlton, Command, Conversaphone, Crest, Cub, Cameo, Dart, Del Fi, Donna, Dore, Dunes, Dial, Diamond, D, End, Epic, Gospel, Grand Award, Gregmark, Hickory, Hull, Heritage, Infinity, Jamie, Jin, Jubilee, Laurie, Lehrer, London, Legrand, MGM, Musicor, Motown, Nasco, Nashboro, Richmond, Riverside, Rust, Rival, Roost, Roulette, Renner, Sue, Savoy, Scepter, Sharp, Som, Telefunken, True Sound, Tamla, United Artist, Vanguard, Vee Jay, Verve, Venus, Viking, Era, Okeh, Wallis, Excello, Old Town, Wand, Eric, Princess, Wonderland, Felsted, Prestige, Gee, Parkway, Zynn, Gone, Rama)

Dot Records Dist.
1400 Cullen
Norman Baxter—FA 3-8555
(Dot, Crystalette)

King Records, Inc.
2000 Polk
Jean Babbitt—CA 8-7785
(King, Federal, Deluxe, Bethlehem, 4 Star, Audio-Lab, Kem, Bel-Tone, Fairlane)

United Record Dist. Co.
1613 St. Emonuel
Steve Pancie—CA 8-8151
(Atlantic, Atco, ABC Paramount, Chancellor, Westminister, Imperial, Minit, Chess, Checker, Argo, Herald, Ember, Specialty, Duke, Peacock, Instant, Duchess, Cadette, Dante, Monument, Hi, All Boy, Terrace, Kent, Crown, Sun, Gold Bond, Ace and Tangerine)

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W. L. Whitehead—CA 3-4281
(RCA Victor, RCA Camden)

Texas Record Dist.
4106 Denis St.
Bob West—CA 8-3489
(Mercury, Audio-Fidelity, Philips, Kapp, Disneyland, Dore, Hallway, Dra, Fling, Fralic, Amazon, Ric & Ron, Newtown, Newtime, Spar, Jin, Russ-Fi, Vax, Parliament, May, Vista, Cover).

SAN ANTONIO

Santone Sales Co.
412 So. Main Ave.
Louis N. Jamail—CA 7-5181
(Capitol)

Perry Shankle Co.
1801 S. Flores
J. J. Schneider—PE 2-4013
(RCA Victar, RCA Camden, RCA Mexicana, Lyric, Fidelitone)

Tonner 'N Texos
1422 W. Poplar
Chas. Cole—PE 2-8072
(Golden, Falcon, Blue, Star, TCT, Word and Atlas Tales, Spinners)

SAN BENITO

Rio Grande Music Co.
119 S. Sam Houston Blvd.
Box 861
Paco Betancourt—EX 9-1471
(Ideal, Alfa, Columbia, Del Valle, Del Mar, Lira, Nopal, Norteno, Rio, Sombrero, Torero, Impala, Gaviota, Corona, Falcon, RCA Victor, Peerless, Colonial, Bronco)

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Carl C. Cardavo—EL 5-4024
(Colonial, Bronco, Del Valle, Falcon, Fuentes, Ideal, Latin-Lover, Miami, Noreno, Orefon, Sombrero, Lirio, Impala, Rio, Nopal, Torero, Disco, Columbia, Merengue, Corona, Fenix)

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249 Rio Grande St.
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Toni Fisher—Signet

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Glen Campbell—Crest

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Roy Peterson—EM 3-3801
(MGM, United Artist, Disneyland, Philips, Jamie, Sun, Chess, Checker, Arga, Stereaddities, Jub, Camea-Parkway, Shasta, Hi Fidelity, Life, Pickwick, Calpix, Laurie, Carltan)

Huish Dist Co.
316 W. 2nd S.
Ross J. Dovis—EM 3-8863
(RCA Victar RCA Camden)

Standard Supply Co.
225 E. 6th St.
Don Webb—EL 5-2971
(Columbia, Epic, Harmany, Perfect)

VIRGINIA

RICHMOND

Allen Dist. Co., Inc.
3409 W. Leigh St.
Joe Sinsheimer—EL 5-7896
(Landan, Epic, Raulette, Jubilee, Gee, Tica, Tadd, Chex, Telefunken, Richmand, Hi, Felsted, Sharp, Savoy, Regent, Sun, Phillips, Ace, World Pacific, Lauis, Old Tawn, Tangerine, Nashbara, Excella, Nasca, Apalla, Spinarama, Brava, Carltan, Caedman, Crawn, Okeh, Fraternity, Twentieth Fax, Swan, Original Sound, Sar, Falkway, Pickwick, Premier, Planet, Stacy, Spiral, Treasure, Warwick, Versatile)

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John Monning ond A. Martorano—MA 3-1920-21-22
(Capital, Angel)

C & C Dist. Co.
3711 Hudson
Lou Lovinthol—PA 5-0070
(Dat, Liberty, MGM, Raulette, Atlantic, Chess, Checker, Jamie, After Haurs Recards, Arga, Delfi, Daata, Dare, Ember, End, Era, Fax, Flip, Gane, Jay-Gee, Guydem, Original Saund, Rana, Scepter, Seebra)

Croig Corp.
1021 E. Pine
Robert Croig, Jim Fuscoldo—EA 4-3939
(Columbia, Harmany)

Decco Dist. Corp.
3131 Western Ave.
Robert Gordner—AT 4-8060
(Decca, Caral, Brunswick, Listen & Learn, Vacation, Deutsche Grammaphan, Dublin)

Fidelity Electric Co.
5301 Shilshole Ave.
W. J. Tolles—SU 4-9100
(RCA Victar, RCA Camden)

Huffine Dist. Co.
3131 Western Ave.
A. M. Huffine—AT 4-8633
(Kapp, Epic, Medallian, Audia, Fidelity, Apallo, Calpix, Fiesta, Galden Crest, Hickary, MMO, Monitar, Vee Jay, Caed, Matawn, Tamla)

King Records
172 Denny Way
Art Boldwin—MA 3-2021
(King, Federal, Deluxe, Bethlehem, Rep, Audia-Lab, 4 Star, Candee, Beltane, Fairlane, Kem)

Music Dists.
3711 Hudson
Ston Sulmon—PA 5-0070
(Mercury, Imperial, Cadence, Riverside, Grand Award, Prestige, Cammand, Reprise)

Stonley Dist., Inc.
3711 Hudson St.
Ston Joffe—PA 5-0070
(ABC-Paramaunt, Warner Bras., Landan, Sterea, Fidelity, Disneyland, United Artists, Atca, Canadian American, Laurie, LeGrand, Miller Internatianal, Sama, Time)

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(see Gormisa—Chicago)
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5151 W. Stote St.
W. F. Forr—GL 3-7200
(Columbia)

John O'Brien Dist., Inc.
2839 W. Vliet St.
John O'Brien—DL 4-3560
(Arga, Atlantic, Chess, Checker, Circa, Carltan, Cadence, Blue Nate, Delfi, Fire, Fury, Fantasy, Hi Fi, Imperial, Jamie, Prestige, Smash, Starday, United Artist, Vee Jay)

Taylor Electric Co.
4080 N. Port Washington Rd.
H. E. Rietz—WO 4-4321
(RCA Victar)

Tell Music Dist., Inc.
2072 Monroe St.
Rolf V. Voegelin—CE 3-1540
(Artia, Briar, Cadet, Challenge, Cricket, Disneyland, Dacumentary, Elektra, Epic, Fax, Fidelity Saund, Galden, Hickary, Instant Language, Jay Jay, Narman, Parliament, Perfect, Pacfic Jazz, Sama, Tamala, Traditian, Veritas, Valient, Vista, Warner Bras., Warwick, World Pacific)

PUERTO RICO

SAN JUAN

Fortolezo Record Dist., Inc.
1670 Atlos Street—Summit Hill
Tony Rivera—782-2866
(Time, Audia-Fidelity, Reprise, Laurie, Scepter, Amy, Caed, Swan, MMO, Canadian-American, Sue, Wand, Legrand, Alfa, Perri, Infinity, Blue Nate, Prestige, Carltan, Parliament, Kip, Harman)

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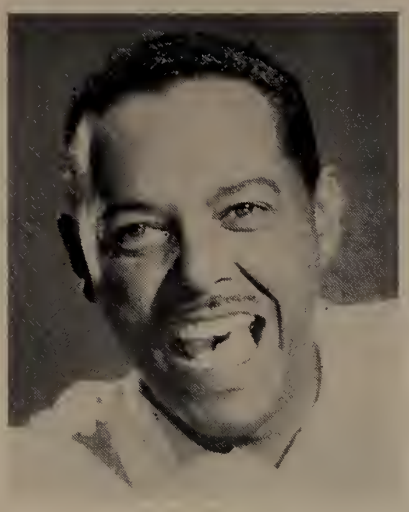
Jan August

Dick Contino



Billy Eckstine

Brook Benton

Xavier Cugat

Byron Janis

David Carroll

Antal Dorati

Clebanoff

Damita Jo

Clyde McPhatter

Paul Paray

Abbe Lane

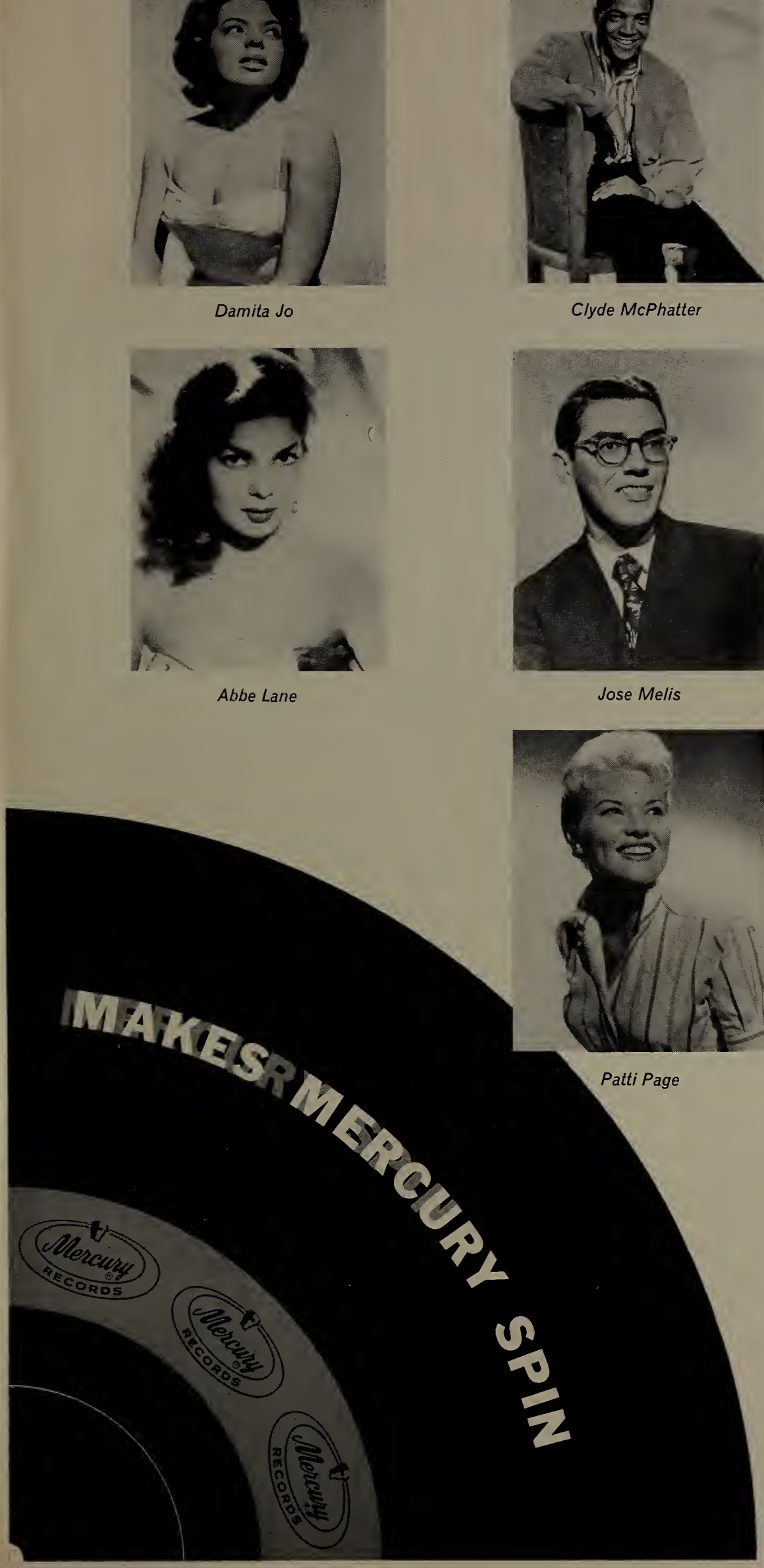
Jose Melis

Smothers Brothers

Ray Stevens

Patti Page

Leroy Van Dyke



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IRWIN H. STEINBERG,
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KENNY MYERS,
Vice President In Charge of Sales,
Mercury Record Corporation.

WILMA COZART FINE,
Vice President, Classical Division,
Mercury Records.

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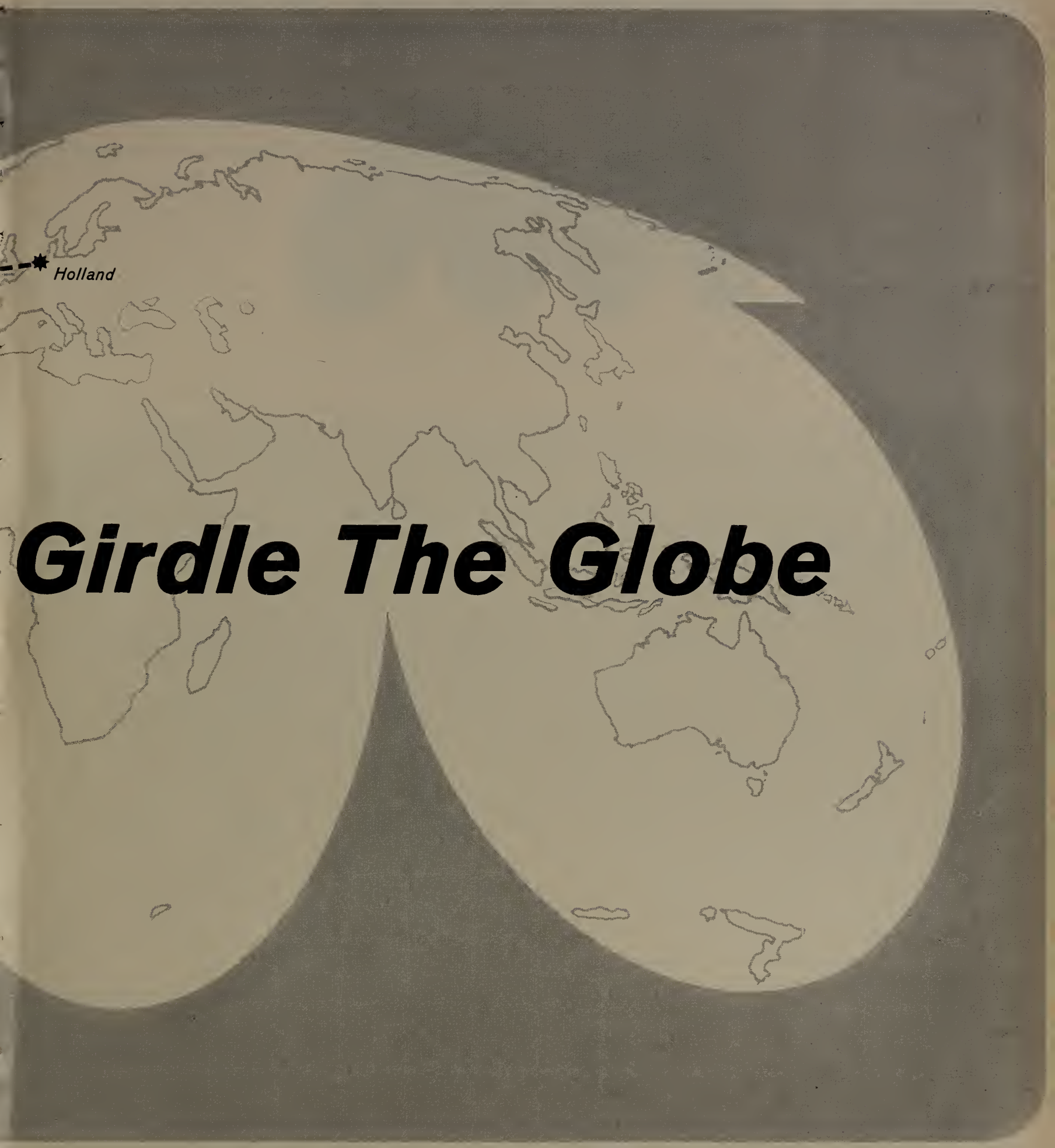

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ART FARMER * FREDERICK FENNELL * BULEE "SLIM" GAILLARD
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JOSH WHITE * JOSH WHITE JR. * MELVIN "SLAPPY" WHITE
DEL WOOD * DONNY YOUNG * GENE WYATT * WALLY WIGGINS

MOST PLAYED RECORDS OF THE PAST 15 YEARS*

*The Top 10 Records of 1947 thru 1961 As Compiled by THE CASH BOX in its Annual Year-End Poll

1947

1. Peg O' My Heart—The Harmonicats
2. Near You—Francis Craig
3. Heartaches—Ted Weems
4. Anniversary Song—Al Jolson
5. That's My Desire—Frankie Laine
6. Mamselle—Art Lund
7. Linda—Charlie Spivak
8. I Wonder Who's Kissing Her Now—Perry Como
9. Anniversary Song—Guy Lombardo
10. That's My Desire—Sammy Kaye

1948

1. My Happiness—Jon & Sondra Steele
2. Manana—Peggy Lee
3. Ballerina—Vaughn Monroe
4. Four Leaf Clover—Art Mooney
5. You Can't Be True, Dear—Ken Griffin—Jerry Wayne
6. Nature Boy—King Cole
7. Little White Lies—Dick Haymes
8. It's Magic—Doris Day
9. You Call Everybody Darling—Al Trace
10. Mickey—Ted Weems

1949

1. Forever And Ever—Russ Morgan Orch.
2. Riders In The Sky—Vaughn Monroe
3. Again—Gordon Jenkins Orch.
4. Forever And Ever—Perry Como
5. Cruising Down The River—Blue Barron Orch.
6. Cruising Down The River—Russ Morgan Orch.
7. Again—Vic Damone
8. So Tired—Russ Morgan Orch.
9. Lavender Blue—Dinah Shore
10. Buttons And Bows—Dinah Shore

1950

1. Goodnight Irene—Gordon Jenkins & The Weavers
2. It Isn't Fair—Sammy Kaye
3. Third Man Theme—Anton Karas
4. Mule Train—Frankie Laine
5. Mona Lisa—King Cole
6. Music, Music, Music—Teresa Brewer
7. I Wanna Be Loved—Andrew Sisters
8. I'd've Baked A Cake—Eileen Barton
9. I Can Dream Can't I—Andrew Sisters
10. That Lucky Old Sun—Frankie Laine

1951

1. Tennessee Waltz—Patti Page
2. How High The Moon—Les Paul & Mary Ford
3. Too Young—Nat "King" Cole
4. Be My Love—Mario Lanza
5. Because Of You—Tony Bennett
6. On Top Of Old Smoky—Weavers & Terry Gilkyson
7. If—Perry Como
8. Sin—Four Aces
9. Come On-A My House—Rosemary Clooney
10. Mockin' Bird Hill—Les Paul & Mary Ford

1952

1. Cry—Johnnie Ray
2. Blue Tango—Leroy Anderson
3. Anytime—Eddie Fisher
4. Delicado—Percy Faith
5. Kiss Of Fire—Georgia Gibbs
6. Wheel Of Fortune—Kay Starr
7. Tell Me Why—Four Aces
8. I'm Yours—Don Cornel
9. Here In My Heart—Al Martino
10. Auf Wiedersehn Sweetheart—Vera Lynn

1953

1. Song From Moulin Rouge—Percy Faith } Tie
2. Till I Waltz Again With You—Teresa Brewer } Tie
3. April In Portugal—Les Baxter
4. Vaya Con Dios—Les Paul & Mary Ford
5. I'm Walking Behind You—Eddie Fisher
6. I Believe—Frankie Laine
7. You, You, You—Ames Bros.
8. Doggie In The Window—Patti Page
9. Why Don't You Believe Me—Joni James
10. Pretend—Nat "King" Cole

1954

1. Little Things Mean A Lot—Kitty Kallen
2. Hey There—Rosemary Clooney
3. Wanted—Perry Como
4. Young At Heart—Frank Sinatra
5. Sh-Boom—Crewcuts
6. Three Coins In The Fountain—Four Aces
7. Little Shoemaker—Gaylords
8. Oh, My Papa—Eddie Fisher
9. Secret Love—Doris Day
10. Happy Wanderer—Frank Weir

1955

1. Rock Around The Clock—Bill Haley & Comets
2. Davy Crockett—Bill Hayes
3. Cherry Pink And Apple Blossom White—Perez Prado
4. Melody Of Love—Billy Vaughn
5. Yellow Rose Of Texas—Mitch Miller
6. Ain't That A Shame—Pat Boone
7. Sincerely—McGuire Sisters
8. Unchained Melody—Al Hibbler
9. Crazy Otto—Johnny Maddox
10. Mr. Sandman—Chordettes

1956

1. Don't Be Cruel—Elvis Presley
2. The Great Pretender—Platters
3. My Prayer—Platters
4. The Wayward Wind—Gogi Grant
5. Whatever Will Be, Will Be—Doris Day
6. Heartbreak Hotel—Elvis Presley
7. Lisbon Antigua—Nelson Riddle
8. Canadian Sunset—Hugo Winterhalter
9. Moonglow & Picnic—Morris Stoloff
10. Honky Tonk—Bill Doggett

1957

1. Tammy—Debbie Reynolds
2. Love Letters In The Sand—Pat Boone
3. Bye Bye Love—Everly Brothers
4. It's Not For Me To Say—Johnny Mathis
5. Young Love—Sonny James—Tab Hunter
6. All Shook Up—Elvis Presley
7. So Rare—Jimmy Dorsey
8. Little Darlin'—Diamonds
9. Round And Round—Perry Como
10. Diana—Paul Anka

1958

1. Nel Blue Dipinto Di Blu—Domenico Modugno
2. It's All In The Game—Tommy Edwards
3. Patricia—Perez Prado
4. All I Have To Do Is Dream—Everly Brothers
5. Bird Dog/Devoted To You—Everly Brothers
6. Little Star—Elegants
7. Witch Doctor—David Seville
8. Twilight Time—Platters
9. Tequila—Champs
10. At The Hop—Danny & The Juniors

1959

1. Mack The Knife—Bobby Darin
2. Battle Of New Orleans—Johnny Horton
3. There Goes My Baby—Drifters
4. Venus—Frankie Avalon
5. Lonely Boy—Paul Anka
6. Personality—Lloyd Price
7. Three Bells—Browns
8. Put Your Head On My Shoulder—Paul Anka
9. Sleepwalk—Santo & Johnny
10. Come Softly To Me—Fleetwoods

1960

1. Theme From A Summer Place—Percy Faith
2. It's Now Or Never—Elvis Presley
3. Save The Last Dance For Me—Drifters
4. The Twist—Chubby Checker
5. Itsy Bitsy Teenie Weenie Yellow Polka Dot Bikini—Brian Hyland
6. I'm Sorry—Brenda Lee
7. Stuck On You—Elvis Presley
8. He'll Have To Go—Jim Reeves
9. Cathy's Clown—Everly Brothers
10. Running Bear—Johnny Preston

1961

1. Exodus—Ferrante & Teicher
2. Calcutta—Lawrence Welk
3. Will You Love Me Tomorrow—Shirelles
4. Tossin' & Turnin'—Bobby Lewis
5. Wonderland By Night—Bert Kaempfert
6. Are You Lonesome Tonight—Elvis Presley
7. Travelin' Man—Ricky Nelson
8. Michael—Highwaymen
9. Runaway—Del Shannon
10. Last Date—Floyd Cramer

THE BIG THREE

WINNERS IN EACH CATEGORY OF CASH BOX' DISK JOCKEY POLL

MOST PROGRAMMED RECORD

1. MOON RIVER – HENRY MANCINI ORK – RCA VICTOR – FAMOUS ASCAP
2. BIG JOHN – JIMMY DEAN – COLUMBIA – CIGMA BMI
3. I CAN'T STOP LOVING YOU – RAY CHARLES – ABC-PARAMOUNT – ACUFF-ROSE BMI

MOST PROGRAMMED ALBUM

1. MODERN SOUNDS IN COUNTRY & WESTERN MUSIC – RAY CHARLES – ABC-PARAMOUNT
2. BREAKFAST AT TIFFANY'S – HENRY MANCINI ORK – RCA VICTOR
3. BLUE HAWAII – ELVIS PRESLEY – RCA VICTOR

MOST PROGRAMMED MALE VOCALIST

(TIE)

1. FRANK SINATRA (Reprise) ELVIS PRESLEY (RCA Victor)
2. RAY CHARLES (ABC)
3. CHUBBY CHECKER (Parkway)

MOST PROGRAMMED FEMALE VOCALIST

1. CONNIE FRANCIS (MGM)
2. BRENDA LEE (Decca)
3. DORIS DAY (Columbia)

MOST PROGRAMMED VOCAL GROUP

1. KINGSTON TRIO (Capitol)
2. FOUR FRESHMEN (Capitol)
3. SHIRELLES (Scepter)

MOST PROGRAMMED ORCHESTRA

(4-WAY TIE – NAMES LISTED ALPHABETICALLY)

1 – HENRY MANCINI, (RCA Victor) BILLY VAUGHN, (Dot) LAWRENCE WELK, (Dot) SI ZENTNER (Liberty)

2 – LES ELGART (Columbia)

3 - RAY CONNIFF (Columbia)

MOST PROGRAMMED INSTRUMENTALIST

(TIE)

1. FLOYD CRAMER (RCA Victor) FERRANTE & TEICHER (United Artists)
2. DUANE EDDY (RCA Victor)
3. MR. ACKER BILK (Atco)

MOST PROMISING VOCAL GROUP

1. LETTERMEN (Capitol)
2. PETER, PAUL & MARY (Warner Bros.)
3. HIGHWAYMEN (United Artists)

MOST PROMISING MALE VOCALIST

(TIE)

1. JACK JONES (Kapp) GEORGE MAHARIS (Epic)
2. GENE PITNEY (Musicor)
3. JOHNNY CRAWFORD (Del-Fi)

MOST PROMISING ORCHESTRA

1. SI ZENTNER (Liberty)
2. KENNY BALL (Kapp)
3. BERT KAEMPFERT (Decca)

MOST PROMISING FEMALE VOCALIST

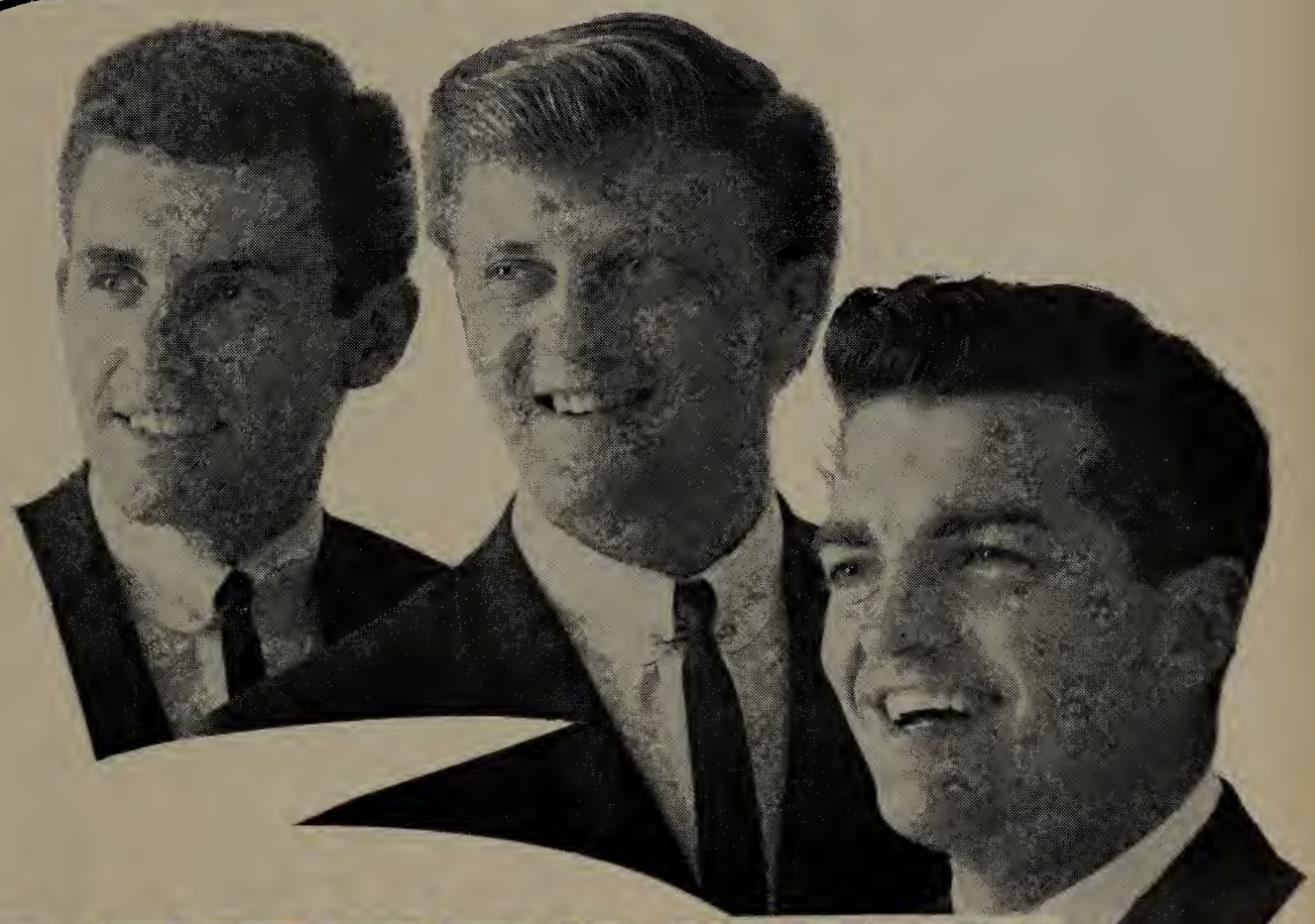
1. JOANIE SOMMERS (Warner Bros.)
2. SHELLEY FABARES (Colpix)
3. SUE THOMPSON (Hickory)

MOST PROMISING INSTRUMENTALIST

1. MR. ACKER BILK (Atco)
2. PETER NERO (RCA Victor)
3. ACE CANNON (Hi)

THANKS

Dee Jays!



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Capitol Records

Bookings:
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CASH BOX DJ POLL RESULTS

RECORDS PLAYED MOST

MOON RIVER—HENRY MANCINI—RCA VICTOR
BIG BAD JOHN—JIMMY DEAN—COLUMBIA
I CAN'T STOP LOVING YOU—RAY CHARLES—ABC-PARAMOUNT

The Twist—Chubby Checker—Parkway
Stranger On The Shore—Acker Bilk—Atco
Midnight In Moscow—Kenny Ball—Kapp
Michael—Highwaymen—UA
Can't Help Falling In Love—Elvis Presley—RCA Victor
Good Luck Charm—Elvis Presley—RCA Victor
Hey Baby—Bruce Channel—Smash
Runaway—Del Shannon—Bigtop
Hit The Road Jack—Ray Charles—ABC-Paramount
Tonight—Ferrante & Teicher—United Artists
Runaround Sue—Dion—Laurie
Up A Lazy River—Si Zentner—Liberty
Town Without Pity—Gene Pitney—Musicor
Wooden Heart—Joe Dowell—Smash
Exodus—Ferrante & Teicher—United Artists
Maria—Roger Williams—Kapp
Soldier Boy—Shirelles—Scepter
Calcutta—Lawrence Welk—Dot
Johnny Angel—Shelly Fabares—Colpix
Take Good Care Of My Baby—Bobby Vee—Liberty
Never On Sunday—Chordettes—Cadence
Yellow Bird—Arthur Lyman—Hi Fi
Misty—Johnny Mathis—Columbia
Roses Are Red—Bobby Vinton—Epic
A Little Bitty Tear—Burl Ives—Decca
Tossin' And Turnin'—Bobby Lewis—Beltone
Lollipops And Roses—Jack Jones—Kapp
Yellow Bird—Lawrence Welk—Dot
Wolverton Mountain—Claude King—Columbia
Al Di La—Emilio Pericoli—Warner Bros.
Don't Break The Heart That Loves You—Connie Francis—MGM
Cottonfields—Highwaymen—United Artists
The Wanderer—Dion—Laurie
Duke Of Earl—Duke Of Earl—Vee-Jay
The Peppermint Twist—Joey Dee & Starliters—Roulette
The Lion Sleeps Tonight—Tokens—RCA Victor
Mashed Potato Time—Dee Dee Sharp—Cameo
Portrait Of My Love—Steve Lawrence—United Artists
Wonderland By Night—Bert Kaempfert—Decca
Break It To Me Gently—Brenda Lee
Breaking In A Brand New Broken Heart—Connie Francis—MGM
Love Letters—Ketty Lester—Era
Old Rivers—Walter Brennan—Liberty

ALBUMS

MODERN SOUNDS IN COUNTRY & WESTERN MUSIC—RAY CHARLES—ABC-PARAMOUNT
BREAKFAST AT TIFFANY'S—HENRY MANCINI—RCA VICTOR
BLUE HAWAII—ELVIS PRESLEY—RCA VICTOR

I Remember Tommy—Frank Sinatra—Reprise
Judy At Carnegie Hall—Judy Garland—Capitol
Great Band With Great Voices—Si Zentner & Johnny Mann Singers—Liberty
Moon River—Lawrence Welk—Dot
Crying—Roy Orbison—Monument
Chapel By Sea—Billy Vaughn—Dot
Young World—Lawrence Welk—Dot
Moon River—Andy Williams—Columbia
S' Continental—Ray Conniff—Columbia
So Much In Love—Ray Conniff—Columbia
Come Swing With Me—Frank Sinatra—Capitol
Twist—Chubby Checker—Parkway
G. I. Blues—Elvis Presley—RCA Victor
Berlin Melody—Billy Vaughn—Dot
Sinatra & Strings—Frank Sinatra—Reprise
Something For Everybody—Elvis Presley—RCA Victor
Best Of The Kingston Trio—Kingston Trio—Capitol
Connie's Greatest Hits—Connie Francis—MGM
Sinatra Swings—Frank Sinatra—Reprise
All The Way—Frank Sinatra—Capitol
On The Swingin' Side—Vic Damone—Capitol
Live It Up—Johnny Mathis—Columbia
Ballad Of The Kings—Johnny Mann Singers—Liberty
Somebody Loves Me—Ray Conniff—Columbia
Steve & Eydie—Steve Lawrence & Eydie Gorme—United Artists
Glenn Miller Time—Ray McKinley—RCA Victor
Your Twist Party—Chubby Checker—Parkway
Tonight—Ferrante & Teicher—United Artists
Sinatra's Swingin' Session—Frank Sinatra—Capitol

MALE VOCALISTS

TIE— FRANK SINATRA, ELVIS PRESLEY
RAY CHARLES
CHUBBY CHECKER

Jimmy Dean
Andy Williams
Brook Benton
Pat Boone
Nat Cole
Steve Lawrence
Johnny Mathis
Perry Como
Paul Anka
Vic Damone
Tony Bennett
Dion
Roy Orbison
Bobby Vee
Neil Sedaka
Fats Domino
Bobby Darin
Bobby Rydell
Sam Cooke
Clyde McPhatter
Ricky Nelson
Buddy Greco
Gary U.S. Bonds
Bing Crosby
Joey Dee
Ben E. King
Johnny Tillotson
Adam Wade
Mark Murphy
Jerry Butler
Harry Belafonte
Burl Ives
Frankie Avalon
Dean Martin
Ernie Ford
Brian Hyland

FEMALE VOCALISTS

CONNIE FRANCIS
BRENDA LEE
DORIS DAY

Peggy Lee
Patti Page
Patsy Cline
Ella Fitzgerald
Dinah Washington
Sue Thompson
Linda Scott
Eydie Gorme
Judy Garland
Della Reese
Keely Smith
Julie London
Dee Dee Sharp
Etta James
Jane Morgan
Ann Margret
Dinah Shore
June Christy
Kay Starr
Joanie Sommers
Sarah Vaughan
Wanda Jackson
Timi Yuro
Anita Bryant
Ketty Lester
Shelly Fabares

VOCAL GROUPS

KINGSTON TRIO
FOUR FRESHMAN
SHIRELLES

Lettermen
Everly Bros.
Ray Conniff
Highwaymen
Brothers Four
Mitch Miller
Johnny Mann Singers
Platters
Four Preps
Limeliters
Four Lads
Marvelettes
Hi-Lo's
Drifters
Norman Luboff Singers
Kirby Stone Four
Mills Bros.
Ames Bros.
Miracles
Sensations
Lambert, Hendricks & Ross
Joey Dee & Starliters
Marcels
Dovells
Anita Kerr Singers

ORCHESTRAS

TIE— HENRY MANCINI, BILLY VAUGHN, LAWRENCE WELK, SI ZENTNER
LES ELGART
RAY CONNIFF

Bert Kaemphert
Percy Faith
Stan Kenton
David Carroll
Billy May
Glenn Miller
Ray Anthony
Count Basie
Ray McKinley
Ferrante & Teicher
Kenny Ball
Mantovani
David Rose
Les Brown
Henry Jerome
Acker Bilk
Lester Lanin
Nelson Riddle
Glenn Gray
Ted Heath
Don Costa
Benny Goodman
Richard Maltby
Maynard Fergerson
Warren Covington
Andre Kostelanetz
Duke Ellington

(Continued on next page)

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CASH BOX DJ POLL RESULTS

INSTRUMENTALISTS

TIE— FLOYD CRAMER / FERRANTE & TEICHER

DUANE EDDY

MR. ACKER BILK

Bill Black
Roger Williams
Al Hirt
Peter Nero
George Shearing
Sandy Nelson
Ace Cannon
Pete Fountain
Dave Brubeck
Kenny Bal
Henry Mancini
Jonah Jones
Billy Vaughn
Chet Atkins
Ventures
Lawrence Welk
Jimmy Smith
Andre Previn
Earl Grant
Bobby Hackett
David Rose
Benny Goodman
Erroll Garner
Bee Bumble & Stingers

UP & COMING FEMALE VOCALISTS

JOANIE SOMERS

SHELLY FABARES

SUE THOMPSON

Ketty Lester
Dee Dee Sharp
Linda Scott
Ann-Margret
Carol Sloane
Timi Yuro
Damita Jo
Nancy Wilson
Diana Trask
Hayley Mills
Patsy Cline
Connie Stevens
Carol Lawrence
Jennie Smith
Wanda Jackson
Mary Wells
Aretha Franklin
Robin Clark
Tina Turner
Leslie Uggams
Shirley Bassey
Barbara George
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Robert Goulet
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Vic Dana
Ral Donner
James Darren
Matt Monro
Chuck Jackson
Paul Petersen
Bobby Lewis
Joe Dowell
Jimmy Dean
Bruce Channel
Vincent Edwards
Arthur Alexander
Tony Orlando
Buddy Greco
Bobby Vee
Joe Henderson
Solomon Burke
Leroy Van Dyke
Eddie Hodges
Richard Chamberlain
Emilio Pericoli
Oscar Brown, Jr.
Gene McDaniels
Jimmy Elledge
Claude King
Sam Fletcher
Benny Spellman
Larry Finnegan
Johnny Tillotson
John D. Loudermilk
Roy Orbison
Mike Clifford
Joey Dee
Lou Rawls
Guy Pastor
Kenny Karen
Ernie Maresca

UP AND COMING VOCAL GROUPS

LETTERMEN

PETER, PAUL & MARY

HIGHWAYMEN

Chad Mitchell Trio
Johnny Mann Singers
Marvelettes
Limeliters
Journeyman
Castells
Crystals
Dovells
Dick & Deedee
Sensations
Paris Sisters
Brothers Four
Joey Dee & Starliters
Anita Kerr Singers
Jay & Americans
Shirelles
Don & Juan
Brothers Castro
Orlons
Tokens
Miracles
Corsairs
Whiskey Hill Singers
Smothers Brothers
Angels
Young Men From Montana
Blue Belles
Jan & Dean
Pete King Chorale
Double Six Of Paris
Bud Dashiel & Kinsmen
J's And Jamie
Clark Sisters

UP & COMING INSTRUMENTALISTS

MR. ACKER BILK

PETER NERO

ACE CANNON

Al Hirt
Jimmy Smith
Sandy Nelson
Kenny Ball
Floyd Cramer
Marketts
Valjean
Don Shirley
Bill Butler
Earl Grant
Miniature Men
Lee Evans
Bill Black
Paul Desmond
Bobby Gregg
Bert Kaempfert
Ferrante & Teicher
King Curtis
Bee Bumble
Ventures
Pete Fountain
Shadows
Peter Duchin
Billy Joe & Checkmates

UP & COMING ORCHESTRAS

SI ZENTNER

KENNY BALL

BERT KAEMPFERT

Mr. Acker Bilk
David Rose
Bob Moore
Jimmy Smith
Orchestra Del Oro
Henry Mancini
David Carroll
Jack Marshall
Hugo Montenegro
Al Hirt
Billy Maxted
Ace Cannon
Valjean
Henry Jerome
Ferrante & Teicher
Champs
The Markeys
Bill Hallman
Tuff Jack
Gerry Mulligan
Hutch Davie
Nelson Riddle
Ernest Maxin

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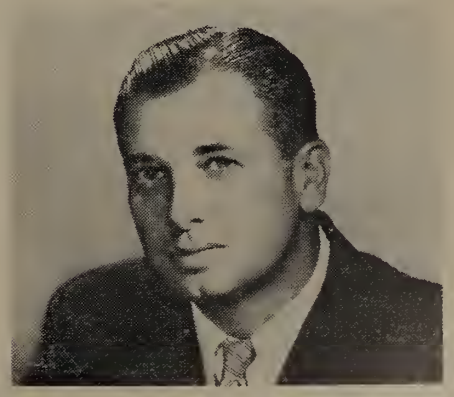

Harold B. Robinson

PAST WINNERS CASH BOX D. J. POLL

MOST PROGRAMMED RECORD

1953—"Till I Waltz Again With You"—Teresa Brewer
1954—"Secret Love"—Doris Day
1955—"Melody Of Love"—Billy Vaughn
1956—"Sixteen Tons"—Tennessee Ernie Ford
1957—"Don't Be Cruel"—Elvis Presley
1958—"All The Way"—Frank Sinatra
1959—"Tom Dooley"—Kingston Trio
1960—"Mack The Knife"—Bobby Darin
1961—"Exodus"—Ferrante & Teicher
1962—"Moon River"—Henry Mancini

MOST PROGRAMMED ALBUM

1956—"Wee Small Hours"—Frank Sinatra
1957—"Songs For Swinging Lovers"—Frank Sinatra
1958—"Come Fly With Me"—Frank Sinatra
1959—"Come Dance With Me"—Frank Sinatra
1960—"Come Dance With Me"—Frank Sinatra
1961—"G.I. Blues"—Elvis Presley
1962—"Modern Sounds In Country & Western Music"—Ray Charles

MOST PROGRAMMED MALE VOCALIST

1953—Eddie Fisher
1954—Eddie Fisher/Perry Como (tie)
1955—Perry Como
1956—Perry Como
1957—Frank Sinatra
1958—Frank Sinatra
1959—Frank Sinatra
1960—Frank Sinatra
1961—Frank Sinatra
1962—Frank Sinatra/Elvis Presley (tie)

MOST PROGRAMMED FEMALE VOCALIST

1953—Patti Page
1954—Patti Page
1955—Rosemary Clooney
1956—Jaye P. Morgan
1957—Doris Day
1958—Patti Page
1959—Connie Francis
1960—Connie Francis
1961—Connie Francis
1962—Connie Francis

MOST PROGRAMMED VOCAL GROUP

1953—Four Aces
1954—Four Aces/Hilltoppers (tie)
1955—Four Aces/McGuire Sisters
1956—Four Lads
1957—Four Lads
1958—Four Lads
1959—Four Lads/Four Freshman
1960—Kingston Trio
1961—Kingston Trio/Everly Brothers
1962—Kingston Trio

MOST PROGRAMMED BAND

1953—Ralph Flanagan
1954—Ray Anthony
1955—Ralph Marterie
1956—Benny Goodman
1957—Les Brown
1958—Ray Anthony
1959—Ray Anthony
1960—Les Elgart
1961—Lawrence Welk
1962—Henry Mancini, Billy Vaughn, Lawrence Welk, Si Zentner (tie)

MOST PROGRAMMED STUDIO ORCHESTRA

1956—Les Baxter
1957—Hugo Winterhalter
1958—Billy Vaughn
1959—Ray Conniff
1960—Percy Faith
1961—Billy Vaughn

MOST PROGRAMMED SMALL INSTRUMENTAL GROUP

1953—Les Paul & Mary Ford
1954—Les Paul & Mary Ford
1955—Bill Haley & His Comets
1956—Bill Haley & His Comets
1957—George Shearing Quintet

MOST PROGRAMMED INSTRUMENTALIST

1958—Roger Williams
1959—Duane Eddy
1960—Duane Eddy
1961—Duane Eddy
1962—Floyd Cramer/Ferrante & Teicher (tie)

MOST PROMISING MALE VOCALIST

1953—Bob Manning
1954—Lou Monte
1955—Sammy Davis, Jr.
1956—Pat Boone
1957—Johnny Mathis/Tommy Sands (tie)
1958—Jimmie Rodgers
1959—Bobby Darin/Brook Benton
1960—Jimmy Jones/Adam Wade
1961—Adam Wade
1962—Jack Jones/George Maharis (tie)

MOST PROMISING FEMALE VOCALIST

1954—Kitty Kallen
1955—Jaye P. Morgan
1956—Gogi Grant
1957—Betty Johnson
1958—Connie Francis
1959—Dodie Stevens
1960—Connie Stevens
1961—Linda Scott
1962—Joanie Sommers

MOST PROMISING VOCAL GROUP

1954—Four Knights
1955—Hi-Lo's/DeCastro Sisters
1956—Platters
1957—Hi-Lo's
1958—Four Preps
1959—Kingston Trio
1960—Brothers Four
1961—Limeliters
1962—Lettermen

MOST PROMISING ORCHESTRA

1954—Les Elgart
1955—Richard Maltby
1956—Dick Jacobs
1957—Ray Conniff
1958—Ray Conniff
1959—Henry Mancini
1960—Si Zentner
1961—Bert Kaempfert
1962—Si Zentner

MOST PROMISING SMALL INSTRUMENTAL GROUP

1954—Dick Hyman Trio
1955—Dick Hyman Trio
1956—Dick Hyman Trio

MOST PROMISING INSTRUMENTALIST

1958—Champs
1959—Dave "Baby" Cortez
1960—Bill Black's Combo
1961—Jorgen Ingmann
1962—Mr. Acker Bilk

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CHET ATKINS

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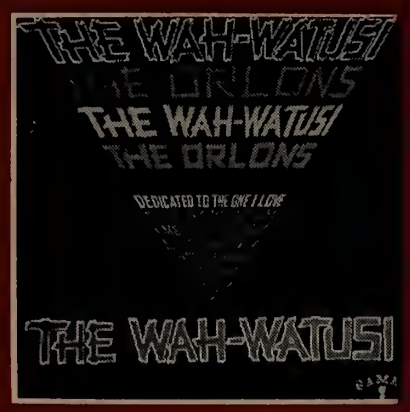

THE WAH-WATUSI
THE ORLONS C-1020

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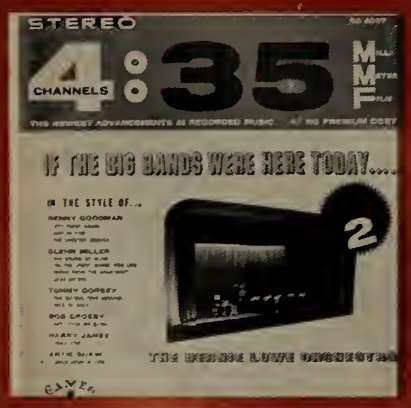
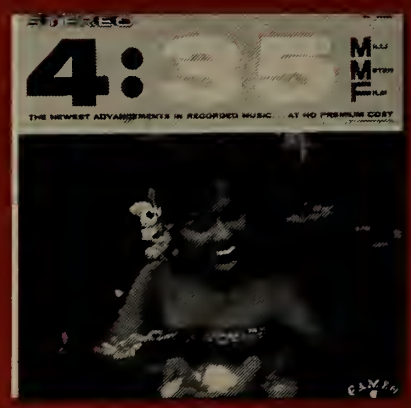


IF THE BIG BANDS
WERE HERE TODAY...
VOLUME 2 C-4007

BROADWAY ORIGINALS
C-4006



SOUL OF HAWAII
C-4002

SOUL OF ITALY
C-4004

THE BIG ONES ARE ON CAMEO/PARKWAY

THE MILLION - SELLER RECORDS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Ames Brothers	Sentimental Me (Rag Mop)	Coral 1950
	You You You	Victor 1953
Anderson, Leroy	Blue Tango	Decca 1951
Andrews Sisters	Rum And Coca-Cola	Decca 1944
	I Can Dream, Can't I	Decca 1949
Anka, Paul	Diana	ABC Par 1957
	Lonely Boy	ABC Par 1960
Austin Gene	Ramona	Victor 1928
Autry, Gene	Silver Haired Daddy	Columbia 1939
	Rudolph The Red-Nosed Reindeer	Columbia 1950
Avalon, Frankie	Venus	Chancellor 1958
Baker, LaVern	I Cried A Tear	Atlantic 1959
Barber, Chris	Petite Fleur	Laurie 1959
Barron, Blue	Cruising Down The River	MGM 1949
Barton, Eileen	If I Knew You Were Comin' I'd Of Baked A Cake	National 1950
Baxter, Les	Poor People Of Paris	Capitol 1956
Bennett, Tony	Because Of You	Columbia 1952
	Cold Cold Heart	Columbia 1952
	Rags To Riches	Columbia 1953
	Stranger In Paradise	Columbia 1954
Benton, Brook	It's Just A Matter Of Time	Mercury 1959
Black's Combo, Bill	Smokie	Hi 1959
	White Silver Sands	Hi 1960
	Josephine	Hi 1960
Black, Jeanne	He'll Have To Stay	Capitol 1960
Bonds, Gary U. S.	Quarter To Three	Legrand 1962
Boone, Pat	Ain't That A Shame	Dot 1955
	I'll Be Home	Dot
	Friendly Persuasion	Dot
	Remember You're Mine	Dot
	I Almost Lost My Mind	Dot 1956
	Love Letters In The Sand	Dot 1957
	Don't Forbid Me	Dot 1957
	Why, Baby, Why	Dot 1957
	April Love	Dot 1958
Boyd, Jimmy	I Saw Mommy Kissing Santa Claus	Columbia 1952
Brewer, Teresa	Till I Waltz Again With You	Coral 1952
	Ricochet	Coral 1953
Britt, Elton	There's A Star-Spangled Banner Waving Somewhere	Victor 1942
Brown, Les	Sentimental Journey	Columbia 1945
Browns	Three Bells	Victor 1959
Buchanan & Goodman	Flying Saucer	Luniverse 1956
Byrnes, Edd	Kookie Lend Me Your Comb	Warner Bros. 1959
Calloway, Cab	Jumpin' Jive	Columbia 1939
Channel, Bruce	Hey Baby	Smash 1962
Cannon, Freddie	Way Down Yonder in New Orleans	Swan 1959
Cavallaro, Carmen	Polonaise (by Chopin)	Decca 1945
Champs	Tequila	Challenge 1958
Charles, Ray	I Can't Stop Loving You	ABC Par 1962
Checker, Chubby	The Twist	Parkway 1960
	Let's Twist Again	Parkway 1961
Chordettes	Mr. Sandman	Cadence 1954
Clooney, Rosemary	Come On-A My House	Columbia 1951
	Hey There	Columbia 1954
Coasters	Searchin'	Atco 1957
	Yakety Yak	Atco 1958
	Charlie Brown	Atco 1959
	Poison Ivy	Atco 1959
Cole, Cozy	Topsy (Part II)	Love 1958
Cole, Nat "King"	Nature Boy	Capitol 1948
	Mona Lisa	Capitol 1949
	Too Young	Capitol 1951
Como, Perry	Temptation	Victor 1945
	Hubba Hubba	Victor 1945
	Till The End Of Time	Victor 1945
	Prisoner Of Love	Victor 1946
	When You Were Sweet Sixteen	Victor 1947
	Because	Victor 1948
	Don't Let The Stars Get In Your Eyes	Victor 1952
	Wanted	Victor 1954
	Hot Diggity	Victor 1956
	Papa Loves Mambo	Victor 1956
	Round And Round	Victor 1957
	Catch A Falling Star	Victor 1958
Cooke, Sam	You Send Me	Keen 1958
Covington, Warren	Tea For Two Cha Cha	Decca 1958
Cramer, Floyd	Last Date	1961
Crew Cuts	Sh-Boom	Mercury 1954
Crickets	That'll Be The Day	Brunswick 1957
Crosby, Bing	Silent Night	Decca 1942
	Sunday, Monday, Or Always	Decca 1943
	I'll Be Home For Christmas	Decca 1943
	Swinging On A Star	Decca 1944
	Too-Ra-Loo-Ra-Loo-Ral	Decca 1944
Crosby, Bing (Cont'd)	I Can't Begin To Tell You	Decca 1945
	Dear Hearts And Gentle People	Decca 1946
	New San Antonio Rose	Decca 1946
	MacNamara's Band	Decca 1946
	Sweet Leilani	Decca 1946
	White Christmas	Decca 1946
	Now Is The Hour	Decca 1948
	Galway Bay	Decca 1948
with Andrews Sisters	Pistol Packin' Mama	Decca 1943
	Jingle Bells	Decca 1943
	Don't Fence Me In	Decca 1944
	South America, Take It Away	Decca 1946
with Gary Crosby	Play A Simple Melody	Decca 1950
with Grace Kelly	True Love	Capitol 1957
with Fred Waring	Whiffenpoof Song	Decca 1950
Dalhart, Vernon	Prisoner's Song	Victor 1924
Damone, Vic	You're Breaking My Heart	Mercury 1949
Danny & Juniors	At The Hop	ABC-Par 1958
Darin, Bobby	Splish Splash	Atco 1958
	Dream Lover	Atco 1959
	Mack The Knife	Atco 1960
Day, Bobby	Rockin' Robin	Class 1958
Day, Doris	Secret Love	Columbia 1954
	Whatever Will Be, Will Be	Columbia 1956
Dean, Jimmy	Big Bad John	Columbia 1961
Dee, Joey & Starliters	The Peppermint Twist	Roulette 1961
Del-Vikings	Come Go With Me	Dot 1957
Denny, Martin	Quiet Village	Liberty 1959
Diamonds	Little Darlin'	Mercury 1957
	The Stroll	Mercury 1958
Dinning, Mark	Teen Angel	MGM 1960
Dion	Runaround Sue	Laurie 1961
Doggett, Bill	Honky Tonk	King 1956
Domino, Fats	The Fat Man	Imperial 1948
	Goin' Home	Imperial 1952
	You Said You Loved Me	Imperial 1953
	Please Don't Leave Me	Imperial 1953
	Going To The River	Imperial 1953
	Love Me	Imperial 1954
	All By Myself	Imperial 1955
	I Can't Go On	Imperial 1955
	Ain't That A Shame	Imperial 1955
	I'm In Love Again	Imperial 1956
	Bo Weevil	Imperial 1956
	Blue Monday	Imperial 1956
	Blueberry Hill	Imperial 1956
	It's You I Love	Imperial 1957
	I'm Walkin'	Imperial 1957
	I Still Love You	Imperial 1957
	Whole Lotta Lovin'	Imperial 1960
Dorsey, Jimmy	Maria Elena	Decca 1946
	Green Eyes	Decca 1946
	So Rare	Fraternity 1957
Dorsey, Tommy	Marie	Victor 1937
	Boogie Woogie	Victor 1938
	There Are Such Things	Victor 1942
Draper, Rusty	Gambler's Guitar	Mercury 1953
Drifters	There Goes My Baby	Atlantic 1960
	True Love, True Love/Dance With Me	Atlantic 1960
	Save The Last Dance For Me	Atlantic 1961
Duke Of Earl	Duke Of Earl	Vee Jay 1962
Eckstine, Billy	I Apologize	MGM 1951
Edwards, Tommy	It's All In The Game	MGM 1958
Elegants	Little Star	APT 1958
Everly Bros.	Bye Bye Love	Cadence 1957
	Wake Up Little Susie	Cadence 1957
	All I Have To Do Is Dream	Cadence 1958
	Bird Dog/Devoted To You	Cadence 1958
	Cathy's Clown	Warner Bros. 1960
Faith, Percy	The Song From Moulin Rouge	Columbia 1953
	Theme From A Summer Place	Columbia 1960
Ferrante & Teicher	Exodus	Un. Artists 1961
Fiedler, Arthur	Jalousie	Victor 1938
Fisher, Eddie	Anytime	Victor 1951
	I'm Walking Behind You	Victor 1953
	Oh My Pappa	Victor 1953
	I Need You Now	Victor 1954
Fitzgerald, Ella & Ink Spots	Into Each Life Some Rain Must Fall	Decca 1944
Fleetwoods	Come Softly To Me	Dolton 1959
	Mr. Blue	Dolton 1959
Fontane Sisters	Hearts of Stone	Dot
Ford, Tennessee Ernie	Sixteen Tons	Capitol 1955
Four Aces	Tell Me Why	Decca 1951
	Love Is A Many-Splendored Thing	Decca 1955
Four Lads	Moments To Remember	Columbia 1955
	No Not Much	Columbia 1956

THE MILLION - SELLER RECORDS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Francis, Connie	Who's Sorry Now	MGM 1958
	My Happiness	MGM 1959
	Among My Souvenirs	MGM 1959
	Mama/Teddy	MGM 1960
	Everybody's Somebody's Fool/ Jealous Of You	MGM 1960
	Together	MGM 1961
	Many Tears Ago	MGM 1961
	Where The Boys Are	MGM 1961
Freberg, Stan	St. George And The Dragonet	Capitol 1953
Gibbs, Georgia	Kiss Of Fire	Mercury 1952
	Tweedle Dee	Mercury 1955
	Dance With Me Henry	Mercury 1955
Glahe, Will	Beer Barrel Polka	Victor 1938
Gleason, Jackie	Melancholy Serenade	Capitol 1953
Godfrey, Arthur	Too Fat Polka	Columbia 1947
Grant, Gogi	Suddenly There's A Valley	Era 1955
	Wayward Wind	Era 1956
Haley, Bill	Shake, Rattle And Roll	Decca 1955
	Rock Around The Clock	Decca 1955
Hamilton IV, George	A Rose And A Baby Ruth	ABC-Par 1958
Harris, Phil	The Thing	Victor 1950
Harrison, Wilbert	Kansas City	Fury 1959
Hayes, Bill	Davy Crockett	Cadence 1955
Haymes, Dick	You'll Never Know	Decca 1943
	Little White Lies	Decca 1948
Heidt, Horace	Deep In The Heart Of Texas	Columbia 1941
Helms, Bobby	My Special Angel	Decca 1957
Herman, Woody	Laura	Columbia 1945
	Woodchooper's Ball	Decca 1947
Highwaymen	Michael	United Artists 1961
Hilltoppers	P.S. I Love You	Dot
Holly, Buddy	Paggy Sue	Coral 1958
Hollywood Argyles	Alley-Oop	Lute 1960
Horton, Johnny	Battle Of New Orleans	Columbia 1959
Hunt, Pee Wee	12th Street Rag	Capital 1951
	Oh	Capitol 1953
Hunter, Tab	Young Love	Dot 1957
Hyland, Brian	Itsy Bitsy Teenie Bikini	Kapp 1960
Impalas	Sorry (I Ran All The Way Home)	Cub 1959
Ink Spots	To Each His Own	Decca 1946
	The Gypsy	Decca 1946
James, Harry	Ciribiribin	Columbia 1939
	One O'Clock Jump	Columbia 1941
	You Made Me Love You	Columbia 1946
James, Joni	Why Don't You Believe Me	MGM 1953
	Your Cheating Heart	MGM 1953
	Have You Heard	
James, Sonny	Young Love	Capitol 1957
Jenkins, Gordon with The Weavers	Maybe You'll Be There	Decca 1947
	Goodnight, Irene	Decca 1950
Jolson, Al	April Showers b/w Swanee	Decca 1945
	California Here I Come b/w Rockabye Your Baby	Decca 1946
	You Made Me Love You b/w Ma Blushin' Rosie	Decca 1946
	Sonny Boy b/w My Mammy	Decca 1946
	Anniversary Song	Decca 1946
Jones, Jimmy	Handy Man	Cub 1960
	Good Timin'	Cub 1960
Jones, Spike	Cocktails For Two	Victor 1944
	All I Want For Christmas	Victor 1948
Jordan, Louis	Choo Cho Ch'Boogie	Decca 1946
Justis, Bill	Raunchy	Phillips Int 1958
Kaempfert, Bert	Wonderland By Night	Decca 1961
Kalin Twins	When	Decca 1958
Kallen, Kitty	Little Things Mean A Lot	Decca 1954
King, Claude	Wolverton Mountain	Columbia 1962
King, Pee Wee	Slow Poke	Victor 1951
Kingston Trio	Tom Dooley	Capitol 1958
Knight, Evelyn	A Little Bird Told Me	Decca 1948
Kyser, Kay	Three Little Fishes	Columbia 1941
	Jingle Jangle Jingle	Columbia 1942
	Praise The Lord	Columbia 1942
	Strip Polka	Columbia 1942
	Who Wouldn't Love You	Columbia 1942
	Woody Woodpecker	Columbia 1948
Laine, Frankie	That's My Desire	Mercury 1947
	Shine	Mercury 1948
	Mule Train	Mercury 1949
	Lucky Ol' Sun	Mercury 1949
	Jezebel	Columbia 1951
	I Believe	Columbia 1953
	Moonlight Gambler	Columbia 1957
La Rosa, Julius	Eh Cumpari	Cadence 1953
Lanza, Mario	Be My Love	Victor 1950
	Lovliest Night of the Year	Victor 1951
Lee, Brenda	I'm Sorry/That's All You Gotta Do	Decca 1960
Lee, Peggy	Manana	Capitol 1948
Lewis, Jerry	Rock-A-Bye Your Baby With A Dixie Melody	Decca 1956
Lewis, Jerry Lee	Great Balls Of Fire	Sun 1957
	Whole Lot of Shakin' Going On	Sun 1958
Lombardo, Guy	Third Man Theme	Decca 1944
	Humoresque	Decca 1946
	Easter Parade	Decca 1947
with Andrews Sisters	Christmas Island	Decca 1946
London, Julie	Cry Me A River	Liberty 1955
London, Laurie	He's Got The Whole World	Capitol 1958
Long, Johnny	Shanty Town	Decca 1940
Lowe, Jim	Green Door	Dot 1957
Luke, Robin	Susie Darlin'	Dot 1958
Lund, Art	Mam'selle	MGM 1947
Lynn, Vera	Auf Weidersehn	London 1955
Maddox, Johnny	Crazy Otto	Dot
Mangano, Sylvana	Anna	MGM 1953
Marterie, Ralph	Caravan	Mercury 1952
	Pretend	Mercury 1953
Martin, Dean	That's Amore	Capitol 1953
	Memories Are Made Of This	Capitol 1955
Martin, Freddy	Piano Concerto in B Flat	Victor 1941
	White Christmas	Victor 1942
Martindale, Wink	Deck Of Cards	Dot 1960
Marvelettes	Please Mr. Postman	Tamla 1960
Mathis, Johnny	Chances Are	Columbia 1957
	It's Not For Me To Say	Columbia 1957
McGuire, Sisters	Sincerely	Coral 1955
	Sugartime	Coral 1958
McPhatter, Clyde	A Lover's Question	Atlantic 1958
Miller, Glenn	American Patrol	Victor 1939
	In The Mood	Victor 1939
	Little Brown Jug	Victor 1939
	Sunrise Serenade	Victor 1939
	Pennsylvania 6-5000	Victor 1940
	Tuxedo Junction	Victor 1940
	Chattanooga Choo Choo	Victor 1941
	Kalamazoo	Victor 1942
Miller, Mitch	Yellow Rose Of Texas	Columbia 1955
Mills Brothers	You Always Hurt The One You Love	Decca 1944
	Paper Doll	Decca 1948
	The Glow-Worm	Decca 1952
Mitchell, Guy	My Heart Cries For You	Columbia 1950
	Singing The Blues	Columbia 1957
Modugno, Domenico	Nel Blu Dipinto Di Blu (Volare)	Decca 1958
Monroe, Vaughn	Racing With the Moon	Victor 1941
	There I've Said It Again	Victor 1945
	Ballerina	Victor 1947
	Riders In The Sky	Victor 1949
Mooney, Art	Four Leaf Clover	MGM 1948
Morgan, Russ	Cruising Down The River	Decca 1949
Morse, Ella Mae	Blacksmith Blues	Capitol 1952
McCoy, Clyde	Sugar Blues	Decca 1946
Nelson, Ricky	Teenager's Romance	Verve 1957
	Stood Up	Imperial 1957
	Be Bop Baby	Imperial 1958
	Poor Little Fool/Lonesome Town	Imperial 1958
	Believe What I Say	Imperial 1958
	It's Late/Never Be Anyone Else But You	Imperial 1959
	Travelin' Man/Hello Mary Lou	Imperial 1961
Orbison, Ray	Only The Lonely	Monument 1960
Page, Patti	Tennessee Waltz	Mercury 1950
	Mockingbird Hill	Mercury 1950
	I Went To Your Wedding	Mercury 1952
	Doggie in the Window	Mercury 1952
	Changing Partners	Mercury 1953
	Cross Over the Bridge	Mercury 1954
	Allegheny Moon	Mercury 1956
Patience & Prudence	Tonight You Belong To Me	Liberty 1956
Paul, Les & Mary Ford	How High The Moon	Capitol 1947
	Mockin' Bird Hill	Capitol 1949
	The World Is Waiting For the Sunrise	Capitol 1949
	Vaya Con Dios	Capitol 1953
Phillips, Phil	Sea Of Love	Mercury 1959
Platters	Only You	Mercury 1955
	The Great Pretender	Mercury 1955
	My Prayer	Mercury 1956
	Twilight Time	Mercury 1958
	Smoke Gets In Your Eyes	Mercury 1959
Playmates	Beep Beep	Roulette 1958
Prado, Perez	Cherry Pink And Apple Blossom White	Victor 1955
	Patricia	Victor 1958
Preston, Johnny	Running Bear	Mercury 1960

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THE MILLION-SELLER RECORDS

A LIST OF MOST OF THE RECORDS WHICH HAVE TOPPED THE MILLION MARK

Presley, Elvis	Heartbreak Hotel	Victor 1956
	I Want You, I Need You, I Love You	Victor 1956
	Love Me Tender	Victor 1956
	All Shook Up	Victor 1957
	Don't Be Cruel/Hound Dog	Victor 1957
	Too Much	Victor 1957
	Teddy Bear/Loving You	Victor 1957
	Jailhouse Rock	Victor 1957
	Wear My Ring Around Your Neck	Victor 1958
	Don't	Victor 1958
	I Got Stung	Victor 1958
	Hard Headed Woman	Victor 1958
	A Fool Such As I	Victor 1959
	Stuck On You	Victor 1959
	It's Now Or Never	Victor 1960
	Are You Lonesome Tonight	Victor 1960
	Surrender	Victor 1961
	Can't Help Falling In Love	Victor 1961
	Little Sister/His Latest Flame	Victor 1961
	Good Luck Charm	Victor 1962
Price, Lloyd	Stagger Lee	ABC Par 1959
	Personality	ABC Par 1959
Ray, Johnnie	Cry	Columbia 1951
Rays	Silhouettes	Cameo 1958
Reeves, Jim	He'll Have To Go	Victor 1960
Reynolds, Debbie	Tammy	Coral 1957
Riddle, Nelson	Lisbon Antigua	Capitol 1955
Rodgers, Jimmie	Honeycomb	Roulette 1957
	Kisses Sweeter Than Wine	Roulette 1958
	Secretly	Roulette 1958
	Oh-Oh I'm Falling In Love Again	Roulette 1958
Rose, David	The Stripper	MGM 1962
Rydell, Bobby	Wild One/Little Bitty Girl	Cameo 1959
Sands, Tommy	Teen Age Crush	Capitol 1957
Santo & Johnny	Sleepwalk	Can-Am 1959
Scott, Jack	My True Love/Leroy	Carlton 1958
	What In The World's Come Over You	Top Rank 1960
Seville, David	Witch Doctor	Liberty 1958
	Chipmunk Song	Liberty 1958
	Alvin's Harmonica	Liberty 1959
Shannon, Del	Runaway	Bigtop 1961
Sharp, Dee Dee	Mashed Potato Time	Cameo 1962
Shaw, Artie	Begin The Beguine	Victor 1938
	Star Dust	Victor 1940
	Summit Ridge Drive	Victor 1940
Shirelles	Soldier Boy	Scepter 1962
[illegible]re, Dinah	Buttons And Bows	Columbia 1948
Silhouettes	Get A Job	Ember 1958
Sinatra, Frank	Young At Heart	Capitol 1954
Smith, Kate	Rose O'Day	Columbia 1941
Stafford, Jo	Temptation	Capitol 1948
	Make Love To Me	Columbia 1954
Standley, Johnny	It's In The Book	Capitol
Starr, Kay	Wheel Of Fortune	Capitol 1952
	Rock And Roll Waltz	RCA Victor 1955
Stevens, Dodie	Pink Shoelaces	Crystalette 1958
Stoloff, Morris	Moonglow & Picnic Theme	Decca 1956
Storm, Gale	I Hear You Knockin'	Dot
	To Know Him Is To Love Him	Dore 1958
Todd, Art & Dotty	Chanson D'Amour	Era 1957
Tokens	The Lion Sleeps Tonight	Victor 1961
Tucker, Orrin	Oh, Johnny	Columbia 1939
Twitty, Conway	It's Only Make Believe	MGM 1958
	Lonely Blue Boy	MGM 1960
Valens, Ritchie	Donna	Del-Fi 1958
Vaughn, Billy	Melody Of Love	Dot 1956
	Sail Along Silv'ry Moon	Dot 1957
Vaughan, Sarah	Broken Hearted Melody	Mercury 1959
Vee, Bobby	Take Good Care Of My Baby	Liberty 1961
Vinton, Bobby	Roses Are Red	Epic 1962
Wallace, Jerry	Primrose Lane	Challenge 1960
Ward, Billy	Stardust	Liberty 1957
Waring, Fred	'Twas The Night Before Christmas	Decca 1942
Washington, Dinah & Benton, Brook	Baby (You Got What It Takes)	Mercury 1960
Weavers, The	On Top Of Old Smoky	Decca 1951
Weber, Joan	Let Me Go Lover	Columbia 1954
Weems, Ted	Heartaches	Decca 1950
Welk, Lawrence	Calcutta	Dot 1961
Whiteman, Paul	Whispering	Victor 1920
	Three O'Clock In The Morning	Victor 1922
Whitfield, David	Cara Mia	London 1956
Whiting, Maggie with Jimmy Wakely	The Tree In The Meadow	Capitol 1948
	Slipping Around	Capitol 1949
Whitman, Slim	Indian Love Call	Imperial 1951
	Secret Love	Imperial 1953
	Rose Marie	Imperial 1954
Williams, Billy	I'm Gonna Sit Right Down	Coral 1957
Williams, Roger	Autumn Leaves	Kapp 1955
Williams, Tex	Smoke, Smoke, Smoke	Capitol
Willis, Chuck	What Am I Living For	Atlantic 1958
Wilson, Jackie	Night/Doggin' Around	Brunswick 1960
Winterhalter, Hugo	Canadian Sunset	Victor 1956
Wooley, Sheb	Purple People Eater	MGM 1958

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Box 4375 Asher Station
Little Rock, Ark.—Stan Siebert

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Lorin Wilson—Lloyd Thompson

California Record Rack
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Guaranteed Record Sales
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•Music City Records Racks Inc.
4444 Sunset Blvd.
Los Angeles 27, Calif.
Glen C. Becker—Stuart Burnat

•Record Rack Service, Inc.
4430 Santa Monica Blvd.
Los Angeles 29, Calif.—Ed Mason

•Record Service
2546 W. Pico Blvd.
Los Angeles, Calif.—Larry Nunes

Rosarc Inc.
1310 N. Hampshire St.
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Barbary Coast Record Rack Service
2556 Grove St.
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•Pic-A-Tune
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Boston 18, Mass.

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Melo-D-Lane
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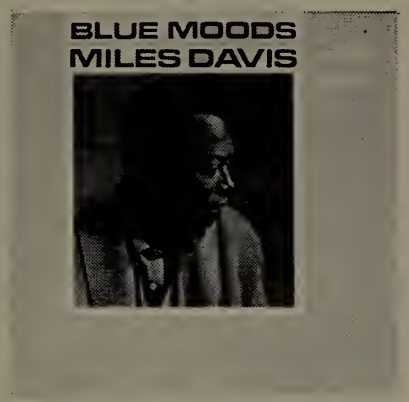

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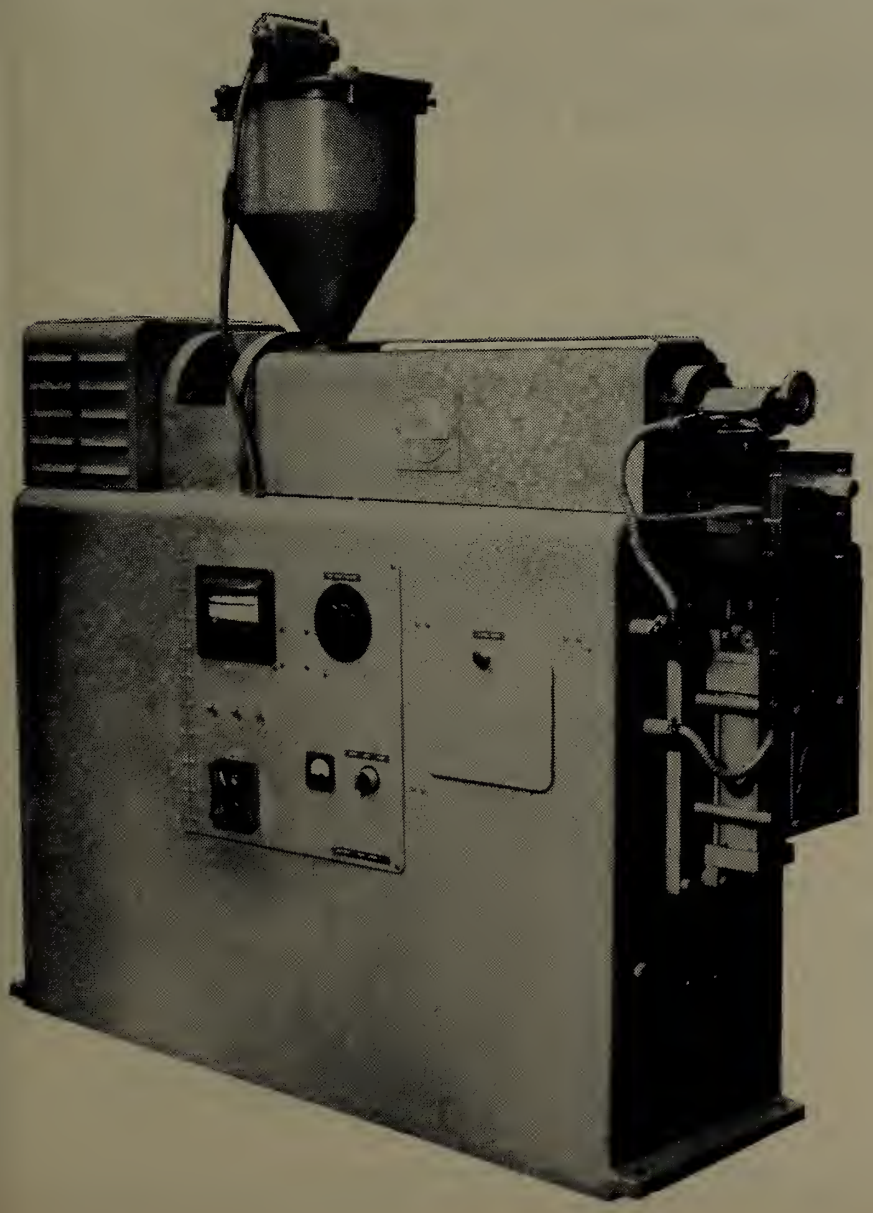

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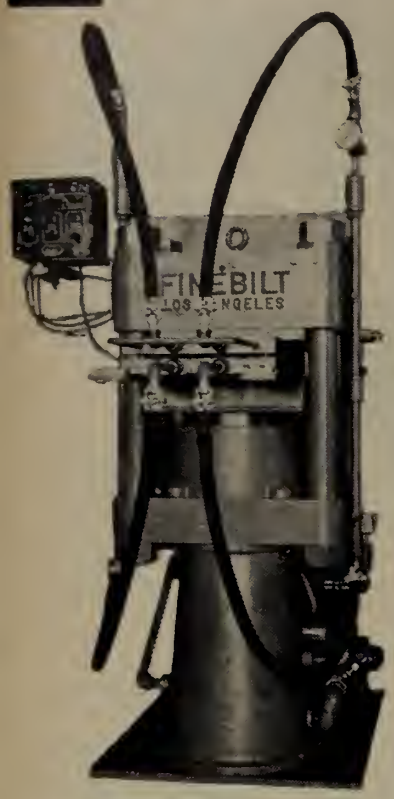

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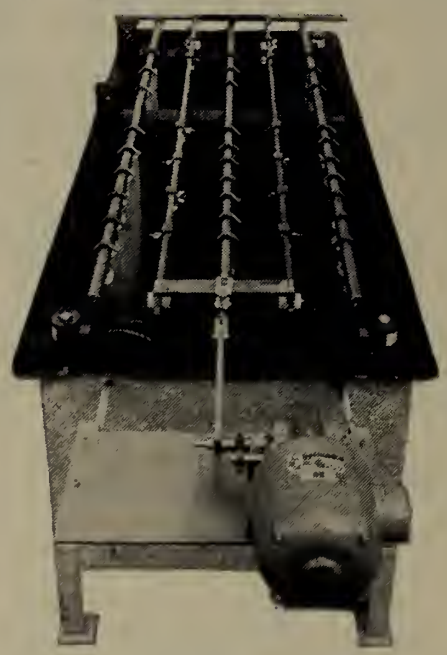

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A—Consolidated Music Pub. Inc. 240 W. 55th St.
A—Consonant Music Inc. 224 W. 49th St.
B—Constant Music Co. Inc. 1650 Broadway
B—Constellation Music Co. 1619 Broadway
B—Continental Record Co. Inc. 500 5th Ave.
B—Con-Trans Music 1650 Broadway
A—Conquest Music Corp. 1697 Broadway
A—Cooper Music Corp. 1619 Broadway
A—Copa Music Pub. Co. 725 Riverside Dr.
A—Corda Music, Inc. 1795 Riverside Dr.
B—Corinthian Music Pub. 1697 Broadway
B—Cornball Music Co. 1650 Broadway
A—Cornucpia Music Corp. 1270 Sixth Ave.
B—Corona Music Inc. 1650 Broadway
A—Coronet Music Inc. 1650 Broadway
A—Cosmopolitan Music Pub. 545 Fifth Ave.
B—Costa Music Co. 289 Bleecker St.
B—Country Spirituals Music Co. 2 W. 45th St.
B—Cragsmoor Music Pub. Co. Inc. 1472 Broadway
B—Crep Music Co. 1697 Broadway
A—Cresendo Music Corp. 1619 Broadway
A—Crescent Music Co Inc. 1550 Broadway
B—Crestline Music Pub. 1587 Broadway
A—Crest Music Co. 146 Central Park
B—Crestwood Pub. 1550 Broadway
A—Cromwell Music Inc. 10 Columbus Circle
B—Cuban Music Corp. 1733 Broadway
A—Cunningham Paul, Inc. 50 Sutton Place S.
A—Curtis Music Ent. Inc. 221 W. 57th St.
B—Cynthia Music, Inc. 1631 Broadway
B—Cyril Music, Inc. 200 W. 57th St.
B—Dak Musier c/o Melzer 200 W. 54th St.
B—Danby Music Co. 1619 Broadway
A—Daniels, Charles N. Inc. 1619 Broadway
B—Dan-John Music 1697 Broadway
B—Dar Pub. Co. 408 E. 65th St.
B—Darl Pub. Co. 11 E. 87th St.
A—Darlan, Inc. 136 W. 46th St.
A—Darwood Music 10 W. 74th St.
A—Dartmouth Music, Inc. 10 Columbus Circle
A—Dash Connelly Inc. Essex House, 160 Central Park S.
A—Dave Dreyer Music Corp. 345 W. 58th St.
B—David Music Co. 1697 Broadway
B—Davidson County Music, Inc. 101 W. 55th St.
A—Davis Joe 441 W. 49th St.
B—Deal Music Pub. 701 7th Ave.
B—Deauville Music Inc. 1650 Broadway
B—Debin Music Co. 315 W. 57th St.
A—December Music Inc. 1619 Broadway
A—Deekay Music, Inc. 40 W. 55th St.
B—Dee-La-Rue Corp. 1441 Broadway
A—Deerhaven Music Corp. 37 W. 57th St.
A—Deep River Music, Inc. 108 West End Ave.
A—Delaware Music Corp. 1721 Broadway
A—Delkas Music Pub. Co. 322 W. 48th St.
A—Delmore Music Co. 550 Fifth Ave.
B—Del Music Co. 135 W. 79th St.
B—Delstone Music Co. Inc. 1721 Broadway
B—Demar Music Pub. Co. Inc. 1674 Broadway
B—Desiard Music Co. Inc. 1619 Broadway
A—Desilu Music Corp. 119 W. 57th St.
A—Desmo Music Inc. 100 W. 42nd St.
B—Martin J. Desmoni 1501 Broadway
B—Destry Music Co. 1697 Broadway
A—De Sylvia Brown & Henderson, Inc. 609 Fifth Ave.
B—Deveraux Music Co. 408 East 57th St.
B—Devon Music Inc. 10 Columbus Circle
A—Dickson Music Pub. Corp. 140 E. 56th St.
A—Diena Corp. 120 E. 56th St.
B—Dinah Music Corp. 1519 Broadway
A—Discmaker's Publishing Co. 550 5th Ave.
B—Dolly Music Co. 203 W. 81st St.
A—Dolores Pub. Co. 1674 Broadway
B—Dominion Music Pub. Corp. 1650 Broadway
B—Donna-Joan Music, Inc. 101 W. 55th St.
B—Don Taro Pub. Co. 16 W. 101st St.
B—Dorchester Music Co. 756 7th Ave.
B—Dorick Music Co. 101 W. 55th St.
A—Dornelle, Inc. 322 W. 48 St.
A—Dorsey Bros. Inc. 240 W. 55th St.
A—Dorton Music Corp. 630 Fifth Ave.
B—Dottie-Ann Music 152 W. 49th St.
A—Dottie Music Pub. 755 7th Ave.
A—Double A Music Corp. 1347-6th Ave.
A—Douglas Music Co. Inc. 609 5th Ave.
A—Dove Music Co. 1674 Broadway
B—Dover Music Corp. 37 W. 57 St.
B—Drexall Music Co. 2 W. 45th St.
B—Dubarry Music 119 W. 57th St.
B—Dub Music Co. 1270 6th Ave.
A—Dubonnet Music Pub. 211 W. 53rd St.
B—Duchess Music Corp. 322 W. 48th St.
A—Duet Music, Inc. 350 W. 57th St.
B—Du-Faye Music 756 7th Ave.
A—Dufferin Music Inc. 1650 Broadway
B—Duo Music Co. Inc. 424 W. 49th St.
A—Dymar Prod. Inc. 1776 Broadway
B—Dynasty Music Co. 1650 Broadway
B—Walter Earle Music Co. 125 W. 49th St.
B—Eastern Music Pub. Co. Inc. 554 5th Ave.
A—Eastlake Music Inc. 10 Columbus Circle
A—East West Music Inc. 1619 Broadway
B—Eby Music Corp. 1650 Broadway
B—Ec-Lar Music 250 W. 57th St.
B—Edco Music Pub. 201 W. 49 St.
B—Eden Music, Inc. 1501 Broadway
A—Edition Musicus New York, Inc. 333 W. 52nd St.
B—Edlon Music Inc. 1650 Broadway
A—Edwards H. & S. Inc. 15 E. 48th St.
A—Edwards Music Co. Inc. 1619 Broadway
B—Efsee Music Inc. 161 W. 54 St.
B—Egap Music Inc. 1270 5th Ave.
A—Elar Music Corp. 509 5th Ave.
A—Electra Music Inc. 511 5th Ave.
B—Elegant Music Co. Inc. 140 W. 57th St.
A—Eleventh Ave. Theatricals, Inc. 770 11th Ave.
B—Eldee Music Corp. 33 W. 42 St.
B—Elmhurst Music Pub. Co. 1597 Broadway
A—Elmont Music Co. 119 W. 57th St.
A—Elsa Tunes, Inc. 555 5th Ave.
B—Embassy Musle Corp. 240 W. 55th St.
B—Emcee Music 1795 Riverside Dr.
A—Emery Music Inc. 230 W. 41st St.
B—Emkay Music 1650 Broadway
B—Emorey Music Corp. 345 W. 55th St.
B—Emperor Music Inc. 1650 Broadway
A—Empress Music Inc. 119 W. 57th St.
B—End Music Inc. 37 Donald Place E. Rockaway
A—Erica Music 35 W. 53rd St.
B—Esquire Music Co. 400 Madison Ave.
A—Essex Music Inc. 10 Columbus Clrcle
A—Estacy Music Inc. 1697 Broadway
B—Esteem Music Corp. 488 Madison Ave.
B—Ettry Music 1519 Broadway
A—Evans Redd, Music Co. 1619 Broadway
B—Everlast Pub. Corp. 2294 8th Ave.
A—Exeter Music Inc. 10 Columbus Clrcle
B—Fairbanks Mellin Music 1650 Broadway
A—Fairbanks Music Corp. 250 W. 57th St.
B—Fairview Music Co. 511 Fifth Ave.
A—Famous Music Corp. 1501 Broadway
B—Farout Publ. Corp. 64 E. 55th St.
A—Farrow Music, Inc. 340 E. 52nd St.
A—Favorite Music Inc. 1519 Broadway
A—Favorite Pub. Inc. 1574 Broadway
A—Fayrene Music Corp. 200 W. 57th St.
A—Fay Ro Music Co. 226 W. 42nd St.
A—Feist Leo Inc. 1540 Broadway
B—Felsted Music Corp. 539 W. 25th St.
B—Fern Music, Inc. 1550 Broadway
B—Jose Ferrar Music, Inc. 375 Park Ave.
A—Fideree Music Corp. 10 Columbus Circle
B—Figure Music Inc. 1650 B'way
B—Fine Songs 1501 Broadway
A—Fischer Carl Inc. 56 Cooper Sq.
A—Fischer Fred, Music Co. Inc. 1619 Broadway
A—Five Sons Music Co. 1841 Broadway
B—Flame Music Corp. 2611 E. 13 St. B'klyn, N.Y.
A—Flamingo Music Inc. 1519 Broadway
A—Flanka Music Corp. 119 W. 57th St.
A—Fleetwood Music Co. 1650 Broadway #709
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B—Florida Music Pub. Co 1650 Broadway
A—Foley Charles 67 West 44th St.
B—Folkways Music Pub. Inc. 10 Columbus Circle
A—Foreign & Domestic Music Corp. 165 W. 46th St.
A—Fortuna Music Corp. 729 7th Ave.
B—Forty-Four Music Co. 235 E. 45th St.
A—Forty-Two Publ. Co. 1619 Broadway
B—Forshay Music Inc. 1631 Broadway
A—Foundation Music Corp. 1740 Broadway
A—Fox, Sam Co. Inc. 11 W. 60th St.
A—Francon Music Corp. 1697 Broadway
B—Franjo Music Inc. 1650 Broadway
A—Frank Music Corp. 119 W. 57th St.
B—Franklin Pub. Co. 163 W. 57th St.
A—Fredella, 145 W. 57th St.
B—Albert Edward Freeman 426 E. 58th St.
A—French, Samuel Inc. 25 W. 45th St.
A—Fullarton Music Inc. 488 Madison Ave.
B—Gail Music Corp. 501 Madison Ave.
B—Gainsboro Music Inc. 570 7th Ave.
B—Gale & Gayles 101 W. 55th St.
B—Gallatin Music Corp. 157 W. 57th St.
B—Gallery Music Corp. 578 7th Ave.
A—Gallico, Al Music Inc. 1790 Broadway
A—Garland Music Inc. 136 E. 57th St.
B—Garlock Music Inc. 475 Fifth Ave.
B—Garlock-Parker Music 1639 Broadway
B—Garrett Music Pub. Co. 148 E. 47th St.
A—Gate Music Co. 117 W. 48th St.
A—Gateway Music Co. 140 W. 57th St.
A—G. & C. Music Corp. 609 5th Ave.
B—Julius W. Geier 522 Fifth Ave.
B—George George Music Corp. 1650 Broadway
A—Georgeoff, Evan Music Pub. Co. 1650 Broadway
A—Gem Music Corp. 1650 Broadway
A—Gemini Music Co. 101 W. 55th St.
A—General Music Pub. Co. Inc. 50 W. 57th St.
B—Gentry Music Pub. Corp. Ltd. 140 W. 57th St.
A—Gershwin Pub. Corp. 609 5th Ave.
B—Gerson & Sullivan Music, Inc. 743 Fifth Ave.
A—G. I. Music Corp. 1674 Broadway
B—Gil Music, 1650 Broadway
Gilbert Music Pub. Inc. 1619 Broadway
B—Gillian Music 325 W. 45th St.
A—Glad Hamp Music Corp. 1560 Broadway
A—Gladys Music Inc. 1619 Broadway
A—Glamford Music Corp. 1650 Broadway
A—Glenhrook Music Corp. 756 Seventh Ave.
A—Global Music Inc. 211 W. 58th St.
B—Glow Music Pub. Co. 756 7th Ave.
A—Gold Jack Music Co. 1650 Broadway
A—Gold Joe Music Co. 1674 Broadway
B—Gold Label Music Co. 565 Fifth Ave.
B—Gold Tone Records Co. Inc. 150 W. 46th St.
B—Golden Gate Quartet Music 48 W. 48 St.
A—Goldmine Music Inc. 235 E. 45th St.
A—Goldwyn, Samuel Music Pub. Corp. 609 5th Ave.
A—Goman Music Corp. 1650 Broadway
B—Good Songs 150 W. 55 St.
A—Good Will Music Co. 1674 Broadway
B—Gopam Enter, Inc. 119 W. 57th St.
B—Gopus Music Co. 48 W. 48th St.
B—Gospel Advocate Co. 1619 Broadway
B—Gower Music Inc. 711 Fifth Ave.
A—Graham Music Pub. Corp. 1270 Sixth Ave.
A—Grand Music Corp. 1619 Broadway
B—Granda Music Inc. 200 W. 57th St.
B—Grant Music Co. 1650 Broadway
A—Gray, H. W. Co. Inc. 159 E. 48th St.
B—Great Oaks Music 218 W. 49th St.
A—Green Wind Music Co. 15 E. 48th St.
B—Greenleaf Music, Inc. 1619 Broadway
A—Gregary Music Corp. 1841 Broadway
B—Greta Music Corp. 1650 Broadway
B—Griffith Music Corp. 608 Fifth Ave.
A—Guild Music Pub. Inc. 25 Central Park W.
A—Gunston Music Inc. 400 Madison Ave.
B—H. & K. Music Co. Inc. 119 W. 57th St.
B—H. & L. Music Corp. 1631 Broadway
B—Halbrook Pub. Co. 1697 Broadway
A—Halsey Music Inc. 1674 Broadway
A—Hamilton Music Corp. 1619 Broadway
A—Hampshire House Pub. Corp. 10 Columbus Circle
A—Handy Bros. Music Co. 1650 Broadway
B—Hannibal Music 15 W. 89 St.
A—Hansen, Charles H. Music Corp. 119 W. 57th St.
A—Hap Music Inc. 200 W. 57th St.
A—Harbet Music Pub. Co. 40 E. 49th St.
B—Harco Music Pub. 149 W. 48th St.
B—Louis Hardin Pub. Co. 101 W. 44th St.
A—Harding Music Co. 1674 Broadway
B—Franck Harding Music House 136 W. 52nd St.
A—Hargail Music Press 157 W. 57th St.
A—Harman Music Inc. 1619 Broadway
A—Harmony Music Corp. 270 Madison Ave.
A—Harms Inc. 488 Madison Ave.
A—Harms T. B. Co. 609 Fifth Ave.
B—Harold Music 442 W. 57th St.
A—Harris, Chas. K. Mus. Pub. Co. Inc. 1619 Broadway
B—Hartsdale Music Co. 2 West 45th St.
B—Harvard Music Inc. 1619 Broadway
A—Harvest Music Co. Inc. 1619 Broadway
A—Harwin Music Co. Inc. 31 W. 54th St.
A—Haverford Music 1619 Broadway
A—Hayton Horne Music Co. 1619 Broadway
B—Heatherfield Music Corp. 1697 Broadway
B—Heatherton Music Inc. 853 Seventh Ave.
A—Hecht & Buzzell, Inc. 119 W. 57th St.
A—Hefti Neal Music Inc. 565 Fifth Ave.
A—H. R. H. Television Features Corp. 444 Madison Ave.
B—Heigh-Ho Music Co. 507 Fifth Ave.
B—Helios Music Corp. 200 W. 57th St.
A—Hendricks Music Inc. 120 E. 56th St.
A—Henmar Press, Inc. 373 Fourth Ave.
B—Hennessey Music Co. 1650 Broadway
A—Hensley Music 54 Second Ave.
A—Herbert Music Co. Inc. 1619 Broadway
B—Hercules Music Company c/o Embassy Pictures 1270 Sixth Ave.
B—Herkage Music 105-21 66th Ave.
B—Ersel Hickey Music 1619 Broadway
B—Hi-Hoss Pub. 1697 Broadway
B—Hildy Music 1650 Broadway
A—Hillcrest Music Corp. 575 Lexington Ave.
B—Hill & Range Songs, Inc. 1619 Broadway
A—Hillsboro Music Co. 200 W. 57th St.
A—Hilltop Music, Inc. 59 E. 54th St.
B—Hinds, Hayden & Eldridge, Inc. (B.M.I.) 589 Fifth Ave.
B—Hi-Tone Music, Inc. 1733 Broadway
B—Hitsville Music 1697 Broadway
A—Hodon Music Co. 1619 Broadway
B—Hollenden Music Co. c/o Jack Hooke 1650 B'way
B—Hollis Music Inc. 10 Columbus Circle
A—Hollybrook Music Co. 485 Madison Ave.
A—Hopewell Music Co. 1619 Broadway
A—Horatio Music Corp. 1650 Broadway
B—Horizon Music Co. 1619 Broadway
B—Sampson Horton, Inc. 1697 Broadway
A—Horton Vaughn, Inc. 1619 Broadway
A—Erwin Howard Music Corp. 501 Madison Ave.
A—Howard Beatrice Pub. Co. Hotel Alvin Broadway & 52nd St.
A—Hubert Music Corp. 322 W. 48th St.
A—Hudson Music Corp. 36 W. 44th St.
A—Hummable Music Co. 210 E. 58th St.
B—Hutchinson Music Corp. 119 W. 57th St.
B—Iberia Music Corporation 1733 Broadway
B—Ichabod Music Co. 550 Fifth Ave.
A—Ile De France Pro. Inc. 2 W. 46th St.
A—Imperial Music Pub. 448 W. 51st St.
A—Indano Music Co. 6 E. 45th St.
B—Inspirational Music Corp. 1619 Broadway
A—Intercollegiate Syndicate, Inc. 1650 Broadway
A—Intercontinental Artist, Inc. 730 5th Ave.
A—International Music Co. 509 Fifth Ave.
A—International Music Inc. 745 Fifth Ave.
B—Iraci Publishing Corp. 119 W. 57th St.
B—Iris-Trojan Music Corp. 37 W. 57th St.
B—Island Artist Music Co. 655 Madison Ave.
A—Italamerica Music Pub. Inc. 580 Fifth Ave.
A—Ivanhoe Music Inc. 415 E. 52nd St.
B—Ivy-Gee Music Co. Inc. 1650 Broadway
A—Ivy Music Corp. 609 5th Ave.
A—Jack Do Music Inc. 1650 Broadway
A—Jacobs Walter, Inc. 1540 Broadway
A—Jacqueling Music Corp. 666 5th Ave.
B—Jaglea Music Corp. 1650 Broadway
B—Jamac Music Pub. 375 West End Ave.
A—James Music Co. 1650 Broadway
B—Jane Publications Co. c/o Charles Janoff 405 E. 54th St.
A—Janmur Music Corp. 1740 Broadway
A—Janfra Music Co. 756 Seventh Ave.
A—Janfred Music 800 Sixth Ave.
A—Janon Music 8 E. 48th St.
B—Jaro Music Inc. 136 W. 52nd St.
A—Jarrard Music Pub. Co. 145 W. 71st St.
B—Jason Music Inc. 1650 Broadway
A—Jaybar Music Co. 1501 Broadway
A—Jaymar Music Pub. Co. Inc. 200 W. 57th St.
B—Jaymond Music Corp. 222 E. 46th St.
B—Jayson Music Puh. 1650 Broadway
A—Jayvee Music Pub. Co. 31 W. 54th St.
B—Jazz Standard Music Pub. Co. 235 W. 46th St.
A—J B Music 1639 Broadway
A—J. & E. Music Co. Inc. 15 W. 55th St.
B—Jeeco Music Inc. 1650 Broadway
A—Jefferson Music Co. Inc. 1619 Broadway
A—Jericho Music Corp. 34 W. 53rd St.
B—Jess Music Pub. 369 Lexington Ave.
A—Jewel Music Pub. Inc. 1619 Broadway
B—Jim-Jam Music Co. 1650 Broadway
B—Jimskip Music Inc. 136 W. 52nd St.
A—Jo Al Music Co. 85 Spring St.
B—Jodax Music Co. 119 W. 57th St.
B—Joel Music Corp. 511 5th Ave.
A—Joeneil Music Co. 1619 Broadway
A—Joli Tinker Pub. Co. 415 W. 52nd St.
B—Jolly Music 350 5th Ave.
A—Jim Jon Music Co. 309 W. 57th St.
A—Jonathon Music Co. Inc. 333 W. 56th St.
B—David Jones, Inc. 345 W. 58th St.
B—Jon-Jay Music Corp. 1619 Broadway
B—Jonware Music Corp. 369 Lexington Ave.
A—Jones Isham Music Corp. 1619 Broadway
A—Josie Music Pub. Co. Inc. 1721 Broadway
B—Joshua Corp. 50 W. 57th St.
A—Joy Music Inc. 1619 Broadway
A—J P Music Co. 1619 Broadway
B—Juanita Music Co. 1650 Broadway
A—Jubilee Music 609 5th Ave.
B—Judge Pub. Co. 232 W. 48th St.
B—Judoe Music Co. 525 Lexington Ave.
B—Judson Music Co. 1650 Broadway
A—Juke Box Alley 1650 Broadway
B—Julie Music Corp. 120 W. 57th St.
A—Jungnickel Ross, Inc. 1619 Broadway
B—K. & S. Music Corp. c/o Burton L. Litwin Suite-2500 1740 Broadway
A—Kahal, Irving Music 1740 Broadway
A—Kalman, Charles Emmerick Inc. 1619 Broadway
A—Karolyn Music Inc. 1650 Broadway
A—Kassner Edward Music Co. Inc. 756 7th Ave.
A—Keene Music 146 E. 57th St.
A—Kellem Milton Music Co. 1619 Broadway
B—Kelton-Romm Music Co. c/o Charles V. Passantino 250 W. 49th St.
B—Kempto Music Co. c/o Steinway Music Pub. Co., Suite 905 2 W. 45th St.
A—Kenco Ent. Inc. 1650 Broadway
B—Kenny Music Co. c/o Elgey Record Co. 1674 Broadway-Suite 607
B—Bob Kerr Productions RKO Building 1270-6th Ave.
B—Kenson Publishing Co., Inc. c/o Carle Warren Zaiding 200 W. 57th St.
B—Kentucky Music Inc. 1619 Broadway
B—Kicks Music Co. 337 Bleecker St.
A—Kimberly Music Corp. 211 W. 58th St.
A—King Brand Pub. 1595 Broadway
B—Kingsbury Music Corp. 23 Harold Rd.
A—Kingsley Music Inc. 1650 Broadway
A—Kohn Music Corp. 1650 Broadway
A—Korwin Music Inc. 1650 Broadway
A—Knickerbocker Songs, Inc. 1619 Broadway
A—Knollwood Music Corp. 1619 Broadway
A—Kramer, Fred Music Co. 1650 Broadway
A—Kramer Whitney Inc. 1650 Broadway
A—Krasner Share Music Pub. 1700 Broadway
A—Kulma Music Corp. 1619 Broadway
A—La Belle Music Co. 1650 Broadway
A—Lad Music, Inc. 1650 Broadway, Room 900
A—Lady Mac Music Co. 136 W. 52nd St.
B—Langlois Filmusic, Inc. 151 N. Franklin St.
B—Lang-Worth Publications, Inc. 151 N. Franklin St.
A—Lansing Music Corp. 630 Fifth Ave.
A—Laren Music Inc. 1619 Broadway
A—La Salle Music Puh. Inc. 1619 Broadway
A—Laurel Music Corp. 1780 Broadway
A—Lawson Gould Music Puh. Inc, 609 Fifth Ave.
A—Lear Music Inc. 1270 Sixth Ave.
A—Lednam Music Co. 120 W. 57th St.
A—Leeds Music Corp. 322 W. 48th St.
A—Lee Music Corp. 1619 Broadway
A—Leonia Songs, Inc. 48 W. 53rd St.
A—Leslie Edgar, Inc. 59 W. 46th St.
A—Leslie Prod. Music Pub. 57 W. 58th St.
A—Levine McHugh Music Int. Inc. Rockefeller Center
A—Lewis Music Puh. Co. Inc. 39 W. 60th St.
A—Liberty Songs, Inc. 119 W. 57th St.
B—Lilton Music 485 Madison Ave.
B—Lily Music Corp. 1501 Broadway
A—Lincoln Music Corp. 160 Central Park S.
A—Lindabet Music Corp. 34 W. 53rd St.
B—Linden Music Co., Inc. 1650 Broadway
B—Linmar Music Inc. c/o A. Ackerman 51 Chambers St.
A—Lion Music Corp. 1540 Broadway
A—Lisalle Music Co. 21 W. 58th St.
A—Lisa Music Co. 157 W. 57th St.
B—Lively Arts Publishing Co. 48 W. 53rd St.
A—Livingston & Evans, Inc. 156 E. 62nd St.
B—Living Music, Inc. 30 Rockefeller Pl.
A—Liza Music Corp. 729 7th Ave.
B—Lloyd Logan, Inc. 608 5th Ave.
B—Lochrae Music Corp. 485 Madison Ave.
B—Loft Music Co. 260 W. 72nd St.
A—Lombardo Music Inc. 1619 Broadway
A—Lopez V. Music Co. 769 Seventh Ave.
B—Lorbo Music Inc. 120 W. 57th St.
A—Lorin Will Prod. Inc. 15 W. 46th St.
B—Lorranie Music Co. 146 W. 57th St.
B—Lottie Music 458 W. 153rd St.
A—Love Records, Inc. 9 E. 62nd St.
B—Lucerne Music Publishing Co. c/o Haven A. Johnson 11 E. 32nd St.
B—Lucky Music Publishing Co. 347 E. 61st St.
B—Ludix Publishing Co., Inc. 1650 Broadway
B—Ludlow Music Inc. 10 Columbus Circle
B—Lud-Ray-Lynn c/o Mr. Hy Arons 261 Seaman St.
B—Luetta Music Pub. Co. 156 W. 44th St.
A—Lugar Music Co. 475 Fifth Ave.
A—Lu Jac Music Inc. 609 Fifth Ave.
A—Lu Mel Music Inc. 745 Fifth Ave.
B—Lupal Music Co. 501 Madison Ave.
A—Luristan Music, Inc. 723 7th Ave.
B—Luther Music, Inc. 400 Madison Ave.
A—Lyle Music Inc. 723 Seventh Ave.
B—Lynd Music Co. 160 W. 46th St.
A—Lynjen Music Co. 1619 Broadway
B—Lynn Music Corp. 100 W. 42nd St.
B—Mac Avery Music Puh. Co. 1697 Broadway
B—Maggie Music Co., Inc. 1650 Broadway
B—Magnet Music, Inc. A Gamse 3313 Corsea Ave.
A—Magnificent Music Inc. 527 Madison Ave.
B—Main Music Publishing Co. 589 Fifth Ave.
B—Major Melodies 1441 Broadway
B—Major Minor Music 110 W. 55th St.
B—Make-A-Tune, Inc. 235 E. 53rd St.
B—Malcolm Music, Inc. 157 W. 57th St.
A—Malden Music Corp. 1619 Broadway
B—Malver Pub. Co. 424 W. 49th St.
A—Manchester Music Inc. 10 Columbus Circle
A—Manhattan Music Pub. 1650 Broadway
B—Manncy Music Co. 1 E. 42nd St.
A—Mann Herbie Music Corp. 105 W. 73rd St.
A—Mansion Music Corp. 136 W. 52nd St.
A—Mantovani Music, Inc. 1619 Broadway
B—Management Music Inc. 200 W. 57th St.
B—Maple Leaf Music Pub. Co. 1650 Broadway
A—Mara Lane Music Corp. 609 5th Ave.
A—Maraville Music Corp. 1619 Broadway
A—J. T. Marble 1650 Broadway
B—Mar Cal Music Pub. Co., Inc. 42 W. 76th St.
B—Marfan Music Co. 1619 Broadway
B—Margaret Music, Inc. 1650 Broadway
A—Margery Music Co. 1 E. 42nd St.
B—Margo Music Co. 1619 B'way
B—Margol Music Pub. Co., Inc. c/o Sherman Ford 155 W. 46th St.—3rd Fl.
B—Margold Music, Inc. 35 W. 53rd St.
A—Marguerita Music Co. 1650 Broadway
A—Marian Music Corp. 746 7th Ave.
B—Marielle Music Pub. Corp. 119 W. 57th St.
A—Marks Gerald Music, Inc. 140 W. 57th St.
B—E. B. Marks Music Corp. 136 W. 52nd St.
B—Marlboro Music Co., Inc. 1619 Broadway
A—Marlong Music Corp. 346 W. 58th St.
B—Marilyn Music Pub. Inc. 550 Fifth Ave.
A—Marmil Music Co. 200 W. 57th St.
A—Marpat Music Pub. Co., Inc. 200 W. 57th St.
B—Marshall Music Corp. 565 Fifth Ave.
A—Mars Records, Inc. 10 Columbus Circle
B—Martrick Enterprises, Inc. c/o Jack Steingart 350 Madison Ave.
B—Marvelle Music Pub. Co. 408 W. 57th St.
A—Marvin Music Co. 1619 Broadway
A—Maryjane Music 1650 Broadway
A—Mason Music Corp. 130 W. 56th St.
A—Massey Music Co., Inc. 60 W. 68th St.
B—Matador Music Pub. Co. 768 11th Ave.
A—Johnny Mathis Music, Inc. 1619 Broadway
B—Maureen Music, Inc. 1697 Broadway
A—Maurice Peter Music Co. 1619 Broadway
A—Maxana Music Corp. 729 7th Ave.
A—Maximum Music Corp. 159 W. 49th St.
B—Mayco Music Div. of Mayco Ass. Inc. 225 Broadway—#302
A—Mayfair Music Corp. 31 W. 54th St.
B—Mayhew Music 8 E. 48th St.
A—May Music, Inc. 1619 Broadway
A—Maypole Music, Inc. 200 W. 57th St.
A—Mayscott Music Co. 461 8th Ave.
B—McClellan Music Co. 1650 Broadway
B—Walter Brownie McGhee 254 E. 125 St.
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B—Robert Mellin, Inc. 1650 Broadway
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B—Meridian Music Corp. 31 W. 54th St.
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A—Mia Music Corp. 1650 Broadway
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A—Michele Music, Inc. 1650 Broadway
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A—Mills Music Inc. 1619 Broadway
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A—Mokell Music 1475 Sheridan Ave.
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A—Monitor Music Corp. 1619 Broadway
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B—Pheasant Pub. Co., Inc., c/o Mr. Ralph Wigham

PENNSYLVANIA

ALLENTOWN
B—Reiff Publishing Co. 1224 N. 7th St.
B—Stirrup Music Co. 1127 N. 26th St.

BETHLEHEM
B—Anbee Music Co. 2135 Princeton Ave.

BRYN MAWR
B—Merion Music, Inc., c/o Theodore Presser Co. Att: Frederick Linck Asst. Treasurer
A—Ditson Oliver, Co.
A—Presser Theodore

CHESTER
B—Gold Clef 2325 W. 3rd St.
B—Mido Music Co. 519 Welsh St.
B—Seabreeze Music, Inc. Att: J. Howard 129 E. Fifth Ave

CLIFTON HEIGHTS
B—Van-Star Publishing Co., c/o Mr. Nick Star 224 W. Baltimore Pike

CORAOPOLIS
B—Yares Publications 1315 Vance Ave.

DELAWARE WATERGAP
B—Malcolm Music Ltd., c/o Shawnee Press, Inc.
A—Shawnee Press, Inc.

ELINS PARK
B—Wingate Music Co. 328 Gerard Ave.

ELVERSON
B—Sherry Music Co., c/o Michael E. Badner R. D. 1

FRANKLIN
B—Process Music Pub. 114 N. Front St.

HANOVER
B—Zinn-Harp Publications 112 Maple Ave.

HARRISBURG
B—Myra Music Co. 2185 Carol Dr.

HAVERTON
B—Slotkin Music Co. 208 Glen Arber Rd.

JEFFERSONVILLE
B—R. S. Rose Publishing Co., c/o Milton Rosenthal 174 Oxford Circle

LEWISTOWN
B—Power X Music Pub. Co., c/o Mr. Nick Smith 220 W. 3rd St.

MEDIA
B—Alstel Music Inc. 12 Palmer Mill Rd.

MILLVILLE
B—Platter Music Pub. Co., Inc. Box 192

NEW KENSINGTON
B—Vokes Music Publishing Co. P.O. Box 1203

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B—Frankie Avalon Music Inc. 1320 Vine St.
A—Bae Music 1703 Jackson St.
B—Banks Music Co. 1322 Locust St.
B—Banks Music Co. 1411 Walnut St. Suite 500
B—Bari Music 1700 Locust St.
B—Bob Bennett Music 1600 Chancellor St.
B—Bettina Music Co. 222 W. Rittenhouse
A—Bluebell Pub. Co., c/o Phil Terry 6600 N. Broad St.
B—Broadstreet Music Co. 1616 Western Sav. Fund Bldg. Broad & Cbestnuts Sts.
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A—Calvert Music Co. 1164 E. Slocum St.
B—Carney Music Inc. 1920 Chestnut St.
A—Center Music Pub. Co. I & Schiller St.
B—Cherry Valley Music 1302 Sigel St.
A—Clearview Music 206 S. 13th St.
A—Colony Music Inc. 419 S. 48th St.
A—Conley Music Inc. 222 Rittenhouse Sq. W.
B—Darow Pub. Co. 950 Tree St.
A—Debmar Pub. Co. Inc. 1320 Vine St.
A—Del Scerbo Music 1211 Wharton St.
B—Eastwick Music Co. 1332 Phil-Natl. Bank Bldg.
A—Henri Elkan Music Pub. 1316 Walnut St.
A—Elkan Vogel Co. Inc. 1716 Sansom St.
B—Elk Music Puh. Co. 2526 S. Broad St.
B—Ethel Mae Music I & Schiller St.
B—Fabulous Music Inc. 1320 Vine St.
B—Fairmount Pub. Co. 1200 Walnut St.
B—Fury Music 6600 N. Broad St.
B—G & H Music Pub. House Inc. 1510 Fairmount Ave.
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B—Jack Howard Pub. Inc. 2733 Kensington Ave.
B—Jamie Music Pub. Co. 1330 W. Girard Ave.
A—D. Jen 540 E. Walnut Lane
B—Jot Music 1920 Chestnut St.
A—Kalmann Music Inc. 1435 N. 75th St.
B—Lasso Publishing Co. 1306 S. Garnet St.
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B—Pennjay Music Pub. Co. 3476 Amber St.
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B—Serenade Music Publishing Co. 25 Pezzullo St.

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B—Shangri-La Music, c/o S. Hedberg 507 Bullocks Pt. Ave.

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B—Laura Music Div. of Electronics Incorp. 625 Warwick Ave.

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B—Zeb V. Sanders 113 Matheson St.

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B—Palmetto Music Pub. Co. 6 Poplar St.

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B—Windson Music c/o Briarwood Enterprises 4410 Briarwood Rd.

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B—Lock Div. Publishing Co. 203 Oak St. Woodville Heights

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B—Whippoorwill Music c/o Mr. E. B. Purcell, Jr. 1818 Main St.

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B—Charlie Roach Music Publisher 125 Taylor St.

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B—Westwall Publishing Co. Box 115
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B—E. M. Long Publishing Co. 1531 Union Ave.
B—Jack Music Inc. 1703 Columhia Mutual Tower
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B—Justis Music Inc. 706 Union Ave.
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B—Nugget Music Puhlishing Co. c/o Jeromi M. Hoffman 1414 Commerce Title Bldg.
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B—Southland Music Co. 2577 Oxford St.
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B—Tuneville Music, Inc. 2065 Union Ave.
B—Up Music, Inc. 639 Madison Ave.
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B—Waterfall Publishing & Recording Co. c/o James F. Stair, 1208 Lee Ave.

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B—Abingdon Press 201 8th Ave.
B—Acuff-Rose 2510 Franklin Rd.
A—Amber Music Inc. 1719 West End Ave.
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B—Athens Music 1096 Lynwood Blvd.
B—Atna Music Corp. P. O. Box 1224
B—B & S Pub. 302 Exchange Bldg.
B—Babb Music Pub. 1 Hermitage Ave.
B—Backwoods Music Box #301
B—Ballcran Publishing Co. 1812 Tammany Drive
B—Be-Are Music Pub. Inc. 319 7th Ave. N.
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B—Leonard Productions, Inc. P. O. Box 421
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S—Wheelwright, Lorin F.

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B—Yorktown Music Publishing Co. 115-A 28th St.

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B—Lin-Rich Music Co. c/o Robert Larsen 3405 Raven Rock Rd.

MADISON
B—Monona Music Co. c/o Scott A. Cameron P.O Box 967

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B—Charlfes Lubcke Co. 1816 South Ave.

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B—Key Music Publishing Co. c/o Rohert W. Lasiewicz 5272 N. 62nd St.
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B—Universal Music Sales Rt. 1

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B—J. L. Meyer Pub. Co. 2521 N. 10th St.

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B—Pargib Music 3408 N. E. 65th St.

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B—Graham Music Co. 2012 Jefferson St.

DAVIS
B—Panhandle Music c/o John Bava P.O. Box 187

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B—C. Karen Kay Music Puhlishing Co. c/o Isaac Joseph 311 Joseph St.

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B—Spinks Music Puhlishing Co. 405 Frankford Rd.

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Music Press, P.O. Box 1052

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Walter A. Quincke, P.O. Box 145

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Sage and Sand Music Publishers, 5653½ Hollywood Blvd.

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LEON McAULIFF'S CIMMARON BOYS
FLATT & SCRUGGS & FOGGY MTN. BOYS
Bob Wills & Texas Playboys
Stanley Bros. & Clinch Mtn. Clan
Reno, Smiley & Tennessee Cut-Ups

COUNTRY INSTRUMENTALISTS

CHET ATKINS
FLOYD CRAMER
LESTER FLATT & EARL SCRUGGS
Hank Thompson
Merle Travis
Don Helms
Speedy West & Jimmy Bryant
Bill Monroe
Buddy Emmons
Don Reno & Red Smiley
Gordon Terry
Roy Clark
Tommy Jackson
Del Wood
Jerry Byrd
Pete Drake
Arthur Smith
Grady Martin
Stanley Bros.
Buck Trent
Ralph Mooney
Barrier Bros.
Roy Wiggins

COUNTRY UP & COMING MALE VOCALISTS

CLAUDE KING
WILLIE NELSON
ERNEST ASHWORTH
Sonnie Burns
Harlan Howard
Merle Kilgore
Billy Deaton
Willie Nelson
Donny Young
Bill Anderson
Roger Miller
Earl Scott
Sammy Williams
Johnny Mosby
Claude Gray
Bob Gallion
Roy Drusky
Ray Sanders
Leroy Van Dyke
Darrell McCall
George Riddle
Dick Flood
Carl Belew
Tony Douglas
Ralph Emery
Warren Smith
Bobby Edwards
Al Brumley
Bobby Austin
Bill Philips
Ott Stephens
Leon Haldon

COUNTRY UP & COMING FEMALE VOCALISTS

LORETTA LYNN
JAN HOWARD
JONIE MOSBY
Shirlie Collie
Marion Worth
Margie Bowes
Margie Singleton
Sue Thompson
Melba Montgomery
Connie Hall
Virginia Spurlock
Cindy Owens
Pat Torpey

COUNTRY UP & COMING VOCAL GROUPS

JOHNNY & JONIE MOSBY
TOMPALL & GLASER BROTHERS
JIM & JESSE & VIRGINIA BOYS
Warren Smith & Shirley Colie
Willie Nelson & Shirlie Collie
Osborne Bros.
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#1 MOST PROGRAMMED COUNTRY VOCAL GROUP

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DL4225; 7-4224 (stereo)

Current Chart-Rider

"TROUBLES BACK IN TOWN"

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&
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Cash Box COUNTRY REVIEWS

B+ very good C+ fair
B good C mediocre

THE CASH BOX BULLSEYE

"RAMBLIN' SON-OF-A-GUN" (2:05) [Pamper BMI—Howard]
"I AIN'T GOT NOBODY" (2:27) [Mayfair ASCAP—Graham, Williams]
HARLAN HOWARD (Capitol 4813)

Ace country tunesmith Harlan Howard showcases the vocal side of multi-talented coin on this new destined-for-success Capitol outing. The top side here, "Ramblin' Son-Of-A-Gun," is catchy, hard-driving ditty with an effective pop-styled chorus sold with authority by Howard. Watch it zoom up the charts. "I Ain't Got Nobody" is a first-rate tradition-oriented, shuffle-beat, hillbilly lament. Merits a close look.

"ACROSS THE WIDE MISSOURI" (2:46)
[Jericho ASCAP—Drake, Shirl]
"I CAN HEAR MY HEART BREAK" (2:49)
[Acuff-Rose BMI—Howard]
GEORGE MORGAN (Columbia 42505)

Proof positive that good oldies never die, is this feelingful rendition of "Across The Wide Missouri" by George Morgan. The chanter dishes up the tune, culled from his "Golden Memories" LP with an impressive country style. The side could move up the hitsville path in no time flat. The other end, "I Can Hear My Heart Break," is a slow-paced, real tender ballad essayed with loads of poise by the songster.

"IF I CAN SLIP AWAY" (2:10)
[Pacific Coast & Metric BMI—Roby, Hilton]
"SEE ONE BROKEN HEART" (2:41) [Pamper BMI—Howard, Hart]
RAY SANDERS (Liberty 55486)

Ray Sanders could tear up the charts in weeks to come with this potent Liberty newie. In "If I Can Slip Away" the chanter unleashes his professional vocal abilities full-blast on a top-drawer uptempo, guitar-oriented, tear-jerker. The side has a good dual-market chance. The flip side, "See One Broken Heart," is a pleasant easy-goin' ballad with fine chorus assist. Wax could skyrocket.

Johnny Cash serves up another tempting pair of dual-mart pop-country Columbia dishes in "Bonanza!" and "Pick A Bale O' Cotton" (See Pop Reviews).

ARCHIE CAMPBELL (Starday 600)

(B+) "ROOT BEER" (2:28) [Starday & Glad BMI—Jones, Edwards] Archie Campbell could cause a real stir with appealing novelty-styled uptempo item all about his favorite non-alcoholic drink. The side is given a first-rate commercial send-off by the chanter. A natural for air-play.

(B) "FOOLS' SIDE OF TOWN" (2:31) [Starday & Window BMI—Davis, Davis] This end is a twangy, sentimental ballad on a traditional country theme.

DEL REEVES (Decca 31417)

(B+) "HE STANDS REAL TALL" (2:14) [Yonah & Champion BMI—Veale] Del Reeves could move up the hitsville path in no time flat with this catchy, real pleasing bluegrass-flavored item all about the effects of love. A fine showing.

(B) "EMPTY HOUSE" [Champion BMI—Veale] Infectious, dual-track opus which effectively showcases the artist's commercial vocal abilities.

SHELBY SMITH (Rebel 201)

(B) "ROCKING MAMA" (2:00) [Sandra & Pure Gold BMI—Smith] Here's a fast-paced rockabilly item essayed with loads of high spirits by the chanter. Smith effectively utilizes the dual-track technique on the side. Could get air play.

(B) "SINCE MY BABY SAID GOOD-BY" (2:15) [Sandra & Pure Gold BMI—Smith, Bass] This time out Smith renders a fine, sentimental lament with a feelingful, professional vocal style.

BOB JENNINGS (United Artists 446)

(B+) "ARE YOU FORGETTING" (2:07) [Tree BMI—Miller] Newcomer Bob Jennings could jump into the national limelight with this tender, shuffle-beat ballad penned by vet country songster Roger Miller. The songster has an impressive, wide-range style which is aptly showcased on the side. Should bring the spinners out in droves.

(B) "I KNOW THREE'S A CROWD" (2:20) [Four Star BMI—Belew] Easy-goin' slow-moving tradition-oriented hillbilly romantic opus read with poise by Jennings.

SAMMY MARSHALL (Show 2244)

(B) "LITTLE GIRL" (2:10) [Carrie Brigs BMI—Herron, Montgomery, Biggs] Sammy Marshall is teamed up with the Marsh-Mellows for this twangy, appealing folk-flavored ditty. Side boasts some top-drawer instrumental backing. With the proper exposure the wax could make some noise.

(C+) "SQUARE DANCE SHUFFLE" (2:29) [Carrie Biggs BMI—Herron, Montgomery, Biggs] On this side Marshall and crew dish up a lively hand-clapping hillbilly square dance item.

JIM FOSTER (Karen 1)

(B) "PITY POOR ME" (2:12) [Sandra & Pure Gold BMI — Foster] Jim Foster has a good chance with this uptempo, dual-track country tear-jerker. The chanter's professional approach coupled with some fine lyrics should pull some spins. The label is based in Waynesville, Missouri.

(C+) "WANDERING STAR" (2:50) [Sandra & Pure Gold BMI—Foster] Listenable, familiar-sounding, self-penned ballad. OK chanting.

TOP C&W TALENT AND TUNES ON.....

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c/w

"THE LONELY PILLOW"

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Las Vegas, Nevada

GEORGE JONES

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(in the Annual Cash Box Poll)

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c/w

"GERONIMO"

UA 462

•

Current Hit Albums

"GEORGE JONES SINGS OF HIS COUNTRY COUSINS"

UA 3218 (Mono) • 6218 (Stereo)

•

"HOMECOMING IN HEAVEN"

UA 3219 (Mono) • 6219 (Stereo)

•

"GEORGE JONES SINGS HANK WILLIAMS FAVORITES"

UA 3220 (Mono) • 6220 (Stereo)

GEORGE RIDDLE

Current Hit Single

"LITTLE HEART-BREAKER YOU"

c/w

"LET ME GO"

UA 394

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Cash Box COUNTRY D.J.

REGIONAL RECORD REPORTS

JIMMY SIMS
WSWN
Belle Glade, Florida

1. "Wolverton Montain" (C. King)
2. "The Comeback" (F. Young)
3. "She Thinks I Still Care" (G. Jones)
4. "Crazy Wild Desire" (W. Pierce)
5. "Cold Dark Waters" (P. Wagoner)
6. "Devil Woman" (M. Robbins)
7. "Somebody Save Me" (F. Husky)
8. "Adios Amigo" (J. Reeves)
9. "On And On And On" (B. Anderson)
10. "Sold The Farm" (C. Copas)

JIM STAR
KPON
Anderson, Calif.

1. "Wolverton Mountain" (C. King)
2. "Adios Amigo (J. Reeves)
3. "Footsteps Of A Fool" (Judy Lynn)
4. "Crazy Wild Desire" (W. Pierce)
5. "The Comeback" (F. Young)
6. "Success" (L. Lynn)
7. "In The Jail House Now" (J. Cash)
8. "She Thinks I Still Care" (G. Jones)
9. "Let's Pretend We're Strangers" (Rose Maddox)
10. "Dim Dark Corner" (L. Van Dyke)

CHARLIE HUCKABEE
WFJX
Fort Jackson, S.C.

1. "Everybody But Me" (E. Ashworth)
2. "It Keeps Right On A Hurtin'" (J. Tillotson)
3. "Wolverton Mountain" (C. King)
4. "Open The Window" (R. Bailey)
5. "Take Time" (W. Pierce)
6. "Crazy Wild Desire" (W. Pierce)
7. "Big Boys Don't Cry" (O. Stephens)
8. "Tell Me What To Do About Today (J. Smart)
9. "Success" (L. Lynn)
10. "Take Me Back Again" (R. Maddox)

DICK BONNER
KYCN
Wheatland, Wyoming

1. "I May Fall Again" (B. Meredith)
2. "I'd Fight The World" (J&J Mosby)
3. "Crazy Wild Desire" (W. Pierce)
4. "Cold Dark Waters" (P. Wagoner)
5. "Take Time" (W. Pierce)
6. "East Of West Berlin" (R. Sovine)
7. "Here We Go Again" (R. Maddox)
8. "Haunted House" (B. Meredith)
9. "Answer To Charlie's Shoes"
10. "I Won't Be Number Two" (A. Dexter)

PAUL KIRKSEY
WCLE
Cleveland, Tennessee

1. "Momma Sang A Song" (B. Anderson)
2. "Tell Me What To Do About Today" (J. Smart)
3. "Adios Amigo" (J. Reeves)
4. "Wolverton Mountain" (C. King)
5. "Everdybody But Me" (E. Ashworth)
6. "Cold Dark Waters" (P. Wagoner)
7. "Big Boys Don't Cry" (Ott Stephens)
8. "It's So Funny I Could Cry" (M. Worth)
9. "She Thinks I Still Care" (G. Jones)
10. "How Big A Fool Can You Be" (G. Woods)

JERRY VAUGHN
KAMO
Rogers, Arkansas

1. "Night Life" (L. McAuliff)
2. "On And On And On" (B. Anderson)
3. "Looking At The World Through A Tear" (R. Hendrix)
4. "If You Don't Know" (G. Hamilton)V)
5. "Your Love For Me Is Losing Light" (J. Lee Wills)
6. "Save The Last Dance For Me" (B. Owens)
7. "Sally Was A Good Old Girl" (H. Cochran)
8. "I Guess I'm Crazy" (A. Inman)
9. "Willie The Weeper" (B. Walker)
10. "Everybody But Me" (E. Ashworth)

TEX JUSTUS & NORM HALL
WBNL
Boonville, Indiana

1. "Crazy Wild Desire" (Webb Pierce)
2. "I Won't Forget You" (Jim Reeves)
3. "Cold Dark Waters" (Porter Wagoner)
4. "Wolverton Mountain" (Claude King)
5. "Footsteps Of A Fool" (Judy Lynn)
6. "Leona" (S. Jackson)
7. "A Little Heartache" (E. Arnold)
8. "The Comeback" (Faron Young)
9. "Adios Amigo" (J. Reeves)
10. "Success" (L. Lynn)

BILL HORTON
KCIJ
Shreveport, Louisiana

1. "Wolverton Mountain" (C. King)
2. "Devil Woman" (M. Robbins)
3. "Touch Me" (W. Nelson)
4. "Leona" (S. Jackson)
5. "Comeback" (F. Young)
6. "160 Lbs Of Hurt" (W. Smith)
7. "Success" (L. Lynn)
8. "You're Still On My Mind" (G. Jones)
9. "Sometimes You Just Can't Win" (S. Stover)
10. "Most Broken Heart" (Ozark Playboys)

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Cash Box COUNTRY TOP 50

Pos.		Last Week
1	WOLVERTON MOUNTAIN *Claude King (Columbia 42352)*	1
2	ADIOS AMIGO *Jim Reeves (RCA Victor 8019)*	2
3	CRAZY WILD DESIRE *Webb Pierce (Decca 31380)*	4
4	THE COMEBACK *Faron Young (Capitol 4754)*	3
5	SUCCESS *Lorette Lynn (Decca 31384)*	6
6	EVERYBODY BUT ME *Ernest Ashworth (Hickory 1170)*	8
7	TROUBLE'S BACK IN TOWN *Wilburn Bros. (Decca 31363)*	5
8	A LITTLE HEARTACHE *Eddy Arnold (RCA Victor 8048)*	9
9	WILL YOUR LAWYER TALK TO GOD *Kitty Wells (Decca 31392)*	11
10	SAVE THE LAST DANCE FOR ME *Buck Owens (Capitol 4765)*	10
11	IN THE JAILHOUSE NOW *Johnny Cash (Columbia 42425)*	7
12	IT KEEPS RIGHT ON A-HURTIN' *Johnny Tillotson (Cadence 1418)*	12
13	DARKNESS ON THE FACE OF THE EARTH *Hawkshaw Hawkins (Columbia 42441)*	15
14	DEVIL WOMAN *Marty Robbins (Columbia 42486)*	26
15	ONE LOOK AT HEAVEN *Stonewall Jackson (Columbia 42426)*	14
16	MAMA SANG A SON G *Bill Anderson (Decca 31404)*	17
17	MR. IN-BETWEEN *Burl Ives (Decca 31405)*	19
18	SALLY WAS A GOOD OLD GIRL *Hank Cochran (Liberty 55461)*	21
19	DIM DARK CORNER *LeRoy Van Dyke (Mercury 71989)*	16
20	I'D FIGHT THE WORLD *Johnny & Jonie Mosby (Columbia 42449)*	24
21	SHE THINKS I STILL CARE *George Jones (United Artists 424)*	13
22	LOVERSVILLE *Wynn Stewart (Challenge 9155)*	25
23	COLD DARK WATERS *Porter Wagoner (RCA Victor 8026)*	18
24	THE BIG LETDOWN *Kitty Wells (Decca 31392)*	27
25	TAKE TIME *Webb Pierce (Decca 31380)*	23
26	SO WRONG *Patsy Cline (Decca 31406)*	28
27	I CAN MEND YOUR BROKEN HEART *Don Gibson (RCA Victor 8017)*	20
28	KING OF FOOLS *Buck Owens (Capitol 4765)*	22
29	SLOW POISON *Johnny & Jack (Decca 31397)*	31
30	OPEN PIT MINE *George Jones (United Artists 462)*	37
31	BACKWARD TURN BACKWARD *Slim Whitman (Imperial 5859)*	32
32	WE'RE GONNA GO FISHIN' *Hank Locklin (RCA Victor 8034)*	30
33	TAKE ME BACK AGAIN *Rose Maddox (Capitol 4771)*	33
34	IF YOU DON'T KNOW I AIN'T GONNA TELL YOU *George Hamilton IV (RCA Victor 8062)*	40
35	THAT'S MY MA *Sheb Wooley (MGM 13079)*	36
36	WILLIE THE WEEPER *Billy Walker (Columbia 42492)*	42
37	SOLD THE FARM *Cowboy Copas (Starday 595)*	41
38	STAND UP *Ferlin Husky (Capitol 4779)*	35
39	WHERE THE OLD RED RIVER FLOWS *Jimmy Davis (Decca 31368)*	29
40	YOU'RE STRONGER THAN ME *Patsy Cline (Decca 31406)*	39
41	160 POUNDS OF HURT *Warren Smith (Liberty 55475)*	46
42	HELLO OUT THERE *Carl Belew (RCA Victor 8050)*	—
43	GETTIN' EVEN *Carl Smith (Columbia 42490)*	47
44	BRICKS AND MORTAR *Sonny Burns (United Artists 461)*	50
45	LEONA *Stonewall Jackson (Columbia 42483)*	48
46	BETWEEN THE WINDOW AND THE PHONE *Wanda Jackson (Capitol 4785)*	44
47	'TIL DEATH DO US PART *Bob Braum (Decca 31355)*	43
48	HOUDINI *Walter Brennan (Liberty 55477)*	—
49	BLUEGRASS FIESTA *Mac Wiseman (Capitol 4781)*	45
50	ONE MILE AND A QUARTER *Sonny James (Dot 16381)*	—

Cash Box COUNTRY ROUND UP

Another Webb Pierce Day has been set. This time the day will come on August 8th, the chanter's birthday. The event last year was a sensational success with full participation from the country jockeys. Spinners are now being supplied with either segments or complete shows featuring the Decca releases by Pierce. The last year has been one of the most exciting in the songster's career. Currently, he is riding the charts with 'Crazy Wild Desire" and "Take Time." A new single is scheduled for release on August 15th.

RAY SANDERS

ROSE MADDOX

ERNEST ASHWORTH

A big weekend is coming up for country fans in the Salt Lake City area when Lefty Frizzell, Marvin Rainwater, Freddie Hart, Ray Sanders, Rosemary Forster, Candy Martin and the Golden Valley Boys will appear in a Grand Ole Opry show and dance at the Lagoon Resort on August 10 and 11.

Jack Stapp, topper of the Tree pubbery, infos that his firm has inked Victor hit-maker Roger Miller to an exclusive writing pact. The chanter-cleffer is currently on tour working clubs, TV shows and record hops. . . . Tree folks are mighty pleased to the reaction to Dottie West's initial wax for Atlantic, "Think I'll Pick Up My Heart" and "Go Home." The wax, which was penned by Roger Miller, spearheaded the label's entry in the country field. . . . Buddy Killen, executive veep of Tree, has finally taken a vacation. Buddy married his ex-secretary, Sue Wambles earlier this year but never had time to go on a honeymoon.

Tall Paul Charon, bluegrass artist and Opry musician, has joined Billy Monroe and the Bluegrass Boys as a regular member of the crew. Charon, who formerly was a deejay-spinner in California, has done professional work for some of the biggest names in the business.

Rex Allen has been signed to do the narration for Walt Disney's "Greta The Misfit Greyhound." The one hour network TV'er will be shown on NBC's "Wonderful World Of Color."

Johnny Cash and the Tennessee Three, accompanied by his manager Saul Holiff and June Carter will embark on a tour of the Far East on October 24th of this year, under the auspices of the USO. This jaunt is identical in nature to the tour that Danny Kaye undertook for the USO last year and marks the second time that a major artist has donated his services for an extensive trip, on behalf of the USO, to the Orient.

Jimmy Brogdon sent in word to kill the rumors that Rose Maddox is no longer in the business. Jimmy says the lark, who records for Capitol, has just come off the road where she played key dates in several states and has dates set well into September. Any promoter or booker interested in contacting Rose for engagements should contact Jimmy at P. O. Box 294, Oceanside, California.

Ernest Ashworth, telegrams from Huntsville, Ala., that he's very excited about the reaction to his Hickory newie, "Everybody But Me." The deck is currently riding the Cash Box Country Top 50.

Ferlin Husky has just completed an engagement at the Copa Club in Secaucus, New Jersey, where as per usual he knocked 'em dead. The chanter shared the bill with Shorty and Smokey Warren and their Country Music Revue.

Lester Flatt and Earl Scruggs are proof positive of the rapidly rising star of country music. The bluegrass kings have some first-rate concert dates set for this fall. The duo will play Carnegie Hall Dec. 1; Jordan Hall Boston, Nov. 30 (their third straight year in the Hub); Town Hall Philadelphia, Dec. 2, and Studebaker Hall, Chicago Nov. 2.

Shorty Mason, program director on WTHT-Hazelton, Penna., asks to be put on all-mailing lists to get all the new country bluegrass releases. Mason can also use gospel platters.

Due to the success of their recent bluegrass spectacular, WKCW-Warrenton, Viriginia, held another bluegrass show last week. The package featured Jimmy Martin, Don Reno & Red Smiley and Earl Taylor all in one show.

Judy Steinberg, who promotes country sounds in and around Gotham, has moved from 215 Commonwealth Ave., Mt. Vernon, New York to 26 Stone Cavern Road, New Rochelle. In addition to her other chores Judy is the prexy of the Jimmy Martin fan club.

George Kent, who works out of Dallas, mentions that his first Dial release of "Little Wheels" and "Lonesome Is My Middle Name" is available to jockeys if they write to him on their letterhead's at P.O. Box 4913.

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(The Bully of the Bayou)

HICKORY 1177

THE HOTTEST COUNTRY RECORD ON THE MARKET

"EVERYBODY BUT ME"

BY

ERNEST ASHWORTH

HICKORY 1170

ON ITS WAY TO #1

AL DEXTER SONGS

Al Dexter, wishes to thank his many friends and Capitol Records, for making his first year back in the music business such a wonderful success, with his HIT ALBUM, AL "PISTOL PACKIN' MAMA" DEXTER—sings and plays his Greatest Hits and his hit single "I WON'T BE NUMBER TWO" and "MY LITTLE HEARTACHE"

And would like to say many, many thanks to Glen Campbell and Ray Anthony, for their smash hit recordings of my song, on Capitol.

"TOO LATE TO WORRY, TOO BLUE TO CRY"

Sincerely,

Al Dexter

Box 71, Denton, Texas

Cash Box RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Pick of the Week

"LIE TO ME" (2:14)
[Ben Day BMI—Singleton, Benton]

"WITH THE TOUCH OF YOUR HAND" (2:08)
[Earl Barton & Ben Day BMI—Singleton, Kennedy]

BROOK BENTON (Mercury 72024)

The consistent chart warbler may have two-for-the-chart-money here. One end, "Lie To Me," is a fine, funky shuffle-beat session about a guy who'd rather have his cheating chick put one over on him rather than face the truth, while "With the Touch Of Your Hand" is an affectionate with a warm, Nashville waltz way.

"IF I DIDN'T HAVE A DIME" (2:25) [January BMI—Russell, Medley]

"ONLY LOVE CAN BREAK A HEART" (2:50)
[Arch ASCAP—David, Bacharach]

GENE PITNEY (Musicor 1022)

Pitney's big-hit chain (currently it's "Liberty Valance") is a cinch to remain intact with his latest Musicor effort. It's a captivating, cha-cha-with-strings romancer, tabbed "If I Didn't Have A Dime," that Gene and the ork-chorus put across with telling effect. Money-in-the-bank for all concerned. Lots of emotion's packed into the lovely beat-ballad weeper-lilter, "Only Love Can Break A Heart." Standout two-sider.

"I WOULDN'T KNOW" [E. B. Marks BMI—McCoy]

"FOR ALL WE KNOW" [Leo Feist ASCAP—Lewis, Coots]

DINAH WASHINGTON (Roulette 4444)

Lark, who's still collecting loads of dual-mart coin with her debut Roulette chart-maker, "Where Are You," can do even bigger business with both ends of her new release. Both portions, the bluesy, beat-ballad weeper newcomer, "I Wouldn't Know," and the lilting, sentimental old-timer, "For All We Know," are treated to superb readings by Dinah and the Don Costa instrumentalists.

"GOLDEN WINGS IN THE SUN" (2:45)
[Roosevelt & Gema BMI—Kaempfert, Ahlert]
"CINDERELLA AFTER MIDNIGHT" (2:30)
[Roosevelt & Gema BMI—Bruesewitz, Kaempfert, Scott]
BERT KAEMPFERT (Decca 31420)

Germany's strong U.S. sales maker should be in for further Top 100 action with "Golden Wings In The Sun," a lovely, inspirational flavored number that's done with Kaempfert's smooth, trumpet-led approach. Deck follows a click Kaempfert entry, "That Happy Feeling." Pretty flip has a nice shuffle-beat sound that could get some action.

"SEND FOR ME (If You Need Some Lovin')" (2:08)
[Saturn BMI—George]
"BLESS YOU" (2:15) [Saturn BMI—George]
BARBARA GEORGE (Sue 766)

The "I Know" artist can have a long chart stay with "Send For Me," a highly distinctive, infectious blues portrayal. Her meaningful upbeat pose is supported by persuasive percussion statements and an effective chorus. Looks like hot stuff. More intimate expression on "Bless You."

"LOLLIPOP AND ROSES" (2:21) [Garland ASCAP—Velona]
"PLEASE MR. SUN" (2:12) [Weiss & Barry BMI—Frank, Getzov]
PAUL PETERSEN (Colpix 649)

"Lollipops And Roses," the charmer that recently pushed Jack Jones into the national spotlite, can again develop into a news-maker as a result of this Paul Petersen Colpix outing. This tune, this time, finds an easy-beat cha cha format and a real pleasing choral-backed, multi-tracked effort by the actor-singer. Johnny Ray's while-back success receives an enticing beat-ballad up-dating on the flip.

"FIVE WEEKS IN A BALLOON" (1:55)
[Miller ASCAP—Desmond, Stephens]
"LAND OF THE MIDNIGHT SUN" (1:52)
[Randy Smith ASCAP—Smith, Lobuono]
THE BROTHERS FOUR (Columbia 42507)

The Brothers Four are sure to latch on to loads of airtime in the coming weeks as they serve up an ear-arresting reading of the title tune from the soon-due pic, "Five Weeks In A Balloon." It's a charming new adaptation of the tarantella melody (familiarly known as "Lucky Me") that the platter spinners'll love. Same goes for the inviting up tempo folk coupler, "Land Of The Midnight Sun."

"BONANZA!" (2:24) [Livingston & Evans ASCAP—Livingston, Evans]
"PICK A BALE O' COTTON" (1:65) [Johnny Cash BMI—Cash]
JOHNNY CASH (Columbia 42512)

"Bonanza!" the theme tune of the popular TV series (a short-while-back instrumental success for Al Caiola) can make the pop-country chart rounds, this time under the expert vocal guidance of Johnny Cash. It's an easy-on-the-ears session that can step way out in both fields. Also keep an eye on Johnny & chorus' charming up-dating of the folk-oldie, "Pick A Bale O' Cotton."

RAMONA KING (Eden 3)

(B+) "ORIENTAL GARDEN" (2:09) [Lee Hazlewood & Briarcliff BMI—King, King] Feeling-ful teen romantic is prettily portrayed by the lark. Supporting her statement is a sprightly combo backdrop that sometimes has an Oriental-like percussion effect. Date, from the Era Records affiliate, has solid teen-market value.

(B) "SOUL-MATE" (2:08) [Lee Hazelwood - Briarcliff BMI — King, King] Happy gospel-type stint.

THE VELVETS (Monument 464)

(B+) "THE LIGHTS GO ON, THE LIGHTS GO OFF" (2:32) [Arch ASCAP—Edwards, David] The pro vocal crew has given the kids a fine-sounding ballad date. Team's blend is backed by a sure-handled Latin-styled sound from the ork. Might step-out.

(B+) "LET THE GOOD TIMES ROLL" (2:00) [Atlantic & Aladdin BMI—Lee] Yet another rock appearance for the blues standard. A version that catches the ditty's vitality.

ANITA BRYANT (Columbia 42515)

(B+) "MOONLIGHT MELODY" (2:35) [Leeds ASCAP—Stillman, Busch, Von Pinelli, Scharfenberger] Thrush is multi-tracked in a very attractive reading of a pretty sentimental. Nice easy foxtrot pose from the ork (chorus is also included). With enough station time, side could happen.

(B) "I'M NOT A CHILD ANYMORE" (2:00) [Pambill ASCAP—Jordan, Bass] More above-par ballad material for the lass.

MANTOVANI (London 9552)

(B+) "WHAT KIND OF FOOL AM I" (2:30) [Hollis BMI—Newley, Bricusse] The Mantovani strings make a strong case for the handsome ballad from the "Stop The World. . ." revue, a hit London offering that will bow soon on Broadway. Deck joins various other vocal & instrumental outings on the number.

(B) "SOMEONE NICE LIKE YOU" (2:15) [Hollis BMI — Newley, Bricusse] A keyboard is spotlighted in a pleasing foxtrot reading of another pretty opus from the same show's score.

MARV JOHNSON
(United Artists 483)

(B+) "(That's Where) I LOST MY BABY" (2:41) [Jobete BMI—Gordy] Guy lost his baby at a party, but you'd never know it from the happy rock spirits displayed by the artist and his accompaniment, including a femme group called The Love-Tones. A workout that could bring Johnson back to the charts.

(B) "LET YOURSELF GO" (2:38) [Jobete BMI — Stevenson] More rockin' cheer. Ditty is not the Irving Berlin favorite.

LITTLE HERBIE/THE SANDABS
(Bamboo 522)

(B+) "BEACH BALL" (2:15) [Pattern & Balladeer ASCAP — Howard, Van Winkle, Darian, DeLory] Little Herbie makes narrative statements now-and-then against a happy speedy-beat sound from the combo, The Sandabs, and chanting chorus. Good summertime novelty for the youngsters.

(B) "CRAB LOUIE" (2:22) [Pattern & Balladeer ASCAP — Cole, Van Winkle, Darian, DeLory] The Sandabs, with vocal support, are featured in this infectious blues laff date.

BURT FARBER (Felsted 8652)

(B+) "WHAT KIND OF FOOL AM I" (2:56) [Hollis BMI—Bricusse, Newley] The big ballad from "Stop The World. . ." score gets a striking arrangement, with pianist Farber reading the tune against an exotic backdrop from the full ork.

(B) "ONCE IN A LIFETIME" (2:54) [Hollis BMI—Newley, Bricusse] Another alluring go for another item from the hit London revue.

BERNADETTE (Julia 1106)

(B+) "MY HEART STOOD STILL" (2:00) [Harms ASCAP—Rogers, Hart] The label's Bernadette, not the same as the girl on Beach, dishes up a top-drawer, commercial dual-track version of the famous standard. Wax has that money-in-the-bank flavor. Watch it move fast.

(B) "SWEET SUGAR SWEET" (2:00) [Jersey BMI—Bailey] Fine, shuffle-beat, danceable blues item. Should bring out spinners in droves.

FOUR HITS & A MISS
(Flamingo 540)

(B+) "SHE WOBBLES (All Night Long)" (2:35) [Jersey & Top Ten BMI—Hartnett] The Four Hits & A Miss, accompanied by the Centuries, offer an effective power-packed blues-styled wobbler. The side has enough built-in success ingredients to pull fast loot. Top-notch teen dance wax.

(B) "DO IT" (2:45) [Jersey & Top Ten BMI—Falcone, Rodriguez] This time the gang renders an appealing, slow-paced tradition-oriented blueser with a potent attention-getting beat.

LLOYD MAYERS
(United Artists 497)

(B+) "TASTE OF HONEY" (3:06) [Song Fest ASCAP—Scott, Marlow] UA spearhead their entry into the jazz singles field with this swingin' hard-driving reading of the flick theme featuring Lloyd Mayers and the Oliver Nelson ork. Treatment here is straight-forward with plenty of impressive solos. Eye it.

(B) "MARINA" (3:30) [Paris ASCAP—Distil] The organist is spotlighted on this end in an interesting change-of-pace, slow-moving ballad entry.

FELIX SLATKIN (Liberty 55487)

(B+) "MY GEISHA" (2:27) [Famous ASCAP—Waxman] The Slatkin ork once again wears in big string section well, relaving a fine instrumental reading of the pretty flick ballad. Good-music and/or mood outlets have a solid entry here.

(B) "THEME SEARCHING FOR A PICTURE" (2:34) [Metric BMI—Slatkin, Prager] Nice foxtrot pose on a sentimental tune that will have to do without the exposure value of a flick.

SIMS, WOODS, CROW, LEWIS
(Colpix 648)

(B+) "THE SOCHI BOATMAN—PART ONE" (2:33) [Gower BMI—Cohn] Zoot Sims, Phil Woods, Bill Crow, Mel Lewis and others are effectively teamed on this easy, free-flowing jazz treatment of the oldie. The crew recently completed a successful tour of Russia and this excellent wax taken from their new LP marks their first recorded appearance since their return.

(B) "THE SOCHI BOATMAN—PART TWO" (2:46) [Gower BMI—Cohn] The side's in an impressive bass-oriented, low-key continuation of the above.

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Cash Box

RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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Pick of the Week

"I'LL NEVER BE LONELY AGAIN" (3:08) [Alamo ASCAP—Schroeder, Edwards]
"THAT'S THE WAY IT IS" (2:49) [Elm Drive ASCAP—Vance, Carr]
JOHNNY MATHIS (Columbia 42509)

Watch for both ends of the velvety-voiced performer to be filling the airwaves in no time flat. They're two haunting ballads that Johnny wraps up in ultra-lovely fashion. One half, "I'll Never Be Lonely Again," features a superb ork showcase from the Ralph Burns crew while the other, "That's The Way It Is," finds Pete King grabbing the ork-choral honors. Excellent two-sider.

"HEY BABY I'M DANCIN'" (2:10) [Aldon BMI—Mann, Anthony]
"LIKE I DON'T LOVE YOU" (2:04) [Aldon BMI—Mann, Weil]
BARRY MANN (ABC-Paramount 10356)

Teeners get exciting merchandise in a rockin' romp by the artist called "Hey Baby I'm Dancin'." Storyline is that a fella has gotten over losing the gal and is ready to live again on the teen dance floor. A deck loaded with sounds that could make it. Contagious flip has a strong blues heritage.

"THEY TELL ME IT'S SUMMER" (2:20) [Metric BMI—Newman]
"LOVERS BY NIGHT, STRANGERS BY DAY" (2:10) [January BMI—Nader, Gluck]
THE FLEETWOODS (Dolton 62)

The smooth vocal crew might be in for a late summer hit with "They Tell Me It's Summer," a pretty plaintive about a fella who is unable to take part in the laughter of summer because his gal is not around. Male lead's vocal is backed by the familiar soft chants of his other songmates. Second session is an interesting item with more teen theatrics. Can also be active.

"OH MY" (2:39) [M.W.B.—Ponderosa BMI—Madara, White]
"PEOPLE ARE TALKING" (2:47) [M.W.B.—Ponderosa BMI—Madara, White]
MAUREEN GRAY (Landa 692)

From a territorial success her last time out (date was "Dancin' The Strand") lark can go on to national recognition with "Oh My," a strong teen-ballad opus which gets a solid warble by the performer plus an attention-getting rock-a-cha backdrop. Keep up with this track. Flip is a teen dramatic.

Pick of the Week

Newcomers

In an effort to call D.J. attention to Pick records by "Newcomers" (artists never before on the Top 100) the editorial staff of Cash Box will list such records under this special heading.

"IT MIGHT AS WELL RAIN UNTIL SEPTEMBER" (2:19) [Aldon BMI—King, Goffin]
"NOBODY'S PERFECT" (2:18) [Aldon BMI—King, Goffin]
CAROLE KING (Dimension 2000)

The ace arranger-conductor-cleffer can make the vocal big time with her first-time-out on the red-hot new Dimension ("Loco-Motion") label. It's a tender, tear-compelling jumper, tagged "It Might As Well Rain Until September," that the lark wistfully multi-tracks in 'top-ten' style. Stellar Jerry Goffin arrangement. Lark does a warm, sincere job on the inviting undercut, "Nobody's Perfect."

"I REMEMBER YOU" [ASCAP—Mercer, Schertzinger]
"I LISTEN TO MY HEART" (ASCAP—Ifield]
FRANK IFIELD (VeeJay 2580)

A smash in England, Frank Ifield's off-beat reading of the lovely oldie, "I Remember You," can succeed in the U.S. in a smilar potent manner. Ifield employs a pseudo-hillbilly style—including yodel-like bits—against an infectious shuffle-beat sound (harmonica is also present) from the ork. This one has got to be eyed closely. Flipside's arrangement has touches of the top end.

"DON'T CHA CRY" (2:25) [Hill & Range BMI—Johnston]
"WIND-UP TOY" (2:06) [Trinity BMI—Barry, Resnick]
"BEAVER" JERRY MATHERS (Atlantic 2156)

Mathers, who plays the title role on the popular "Leave It To Beaver," can soon be making chart news via this Atlantic bow. Songster turns in a warm and appealing dual-tracked vocal job on a soft beat cha cha affair labeled "Don't Cha Cry." Tasty Jimmy Haskell-led choral-ork backdrop. Pairing's a colorful rock-a-twist'er, tagged "Wind-Up Toy," that also has that chart-contending look.

"BAD BOY" (2:12) [Brent BMI—Drapkin]
"DEVIL IN HIS HEART" (2:29) [Brent BMI—Drapkin]
THE DONAYS (Brent 7033)

Brent could have a summer sizzler with this, commercial platter served up by the Donays. It's a teen-appealing opus, tagged "Bad Boy" (not the same as the while back click) that the artists wax in tempting "Mashed Potatoes" style. Sock combo support. More top teen rock-a-cha-cha-like sounds on the flip.

JOHNNY SOUTHERN (Liberty 55482)

(B+) "IN THE MIDDLE OF A LONELY, LONELY NIGHT" (1:50) [Rumbalero BMI — Pomus, Shuman] Things move quickly in this catchy romantic stand by the performer, whose stint has qualities of various rock stars. String ork follows along brightly.

(C+) "I WILL GET BY" (1:50) [Hara BMI—McCracken] Another fast-beat entry with a somewhat more dramatic approach.

THE FOUR WINDS (Dial 3006)

(B+) "WOE IS ME" (2:06) [Tree BMI — Sherrill] Cute bouncy rock-romantic from the male song team, which has as its vehicle a ditty that sounds like the years-back hit, "26 Miles."

(B) "PROMISED LAND" (2:22) [Tree BMI — Arr. Sherrill] Boys perform in a warm folkish vein.

JACK COOK (Ramco 1771)

(B+) "THE LOVE YOU SAVE (May Be Your Own)" (2:28) [Renda BMI—Cook, Hart] Ditty, a romantic paraphrasing of the familiar traffic-safety slogan, is done with good bright-beat rockin' by the performer and his combo-chorus friends. Smash Records is the label's national distrib.

(B) "I STEPPED IN" (2:02) [Renda BMI—Cook] A shuffle-beat stint that has a country attitude.

NANCY CLAIRE (Warner Bros. 5298)

(B+) "DANNY" (2:06) [Moreno ASCAP—Van Horn, Raye] A storyline about a gal who digs a guy from a distance is appealingly cuddled by the lark, who's got a pretty mild-rock stand from the ork. Deck is a WB master purchase from the Rona label.

(C+) "Y-E-S!" (2:16) [Moreno ASCAP—Lloyd] Upbeat romantic novelty on this end.

CYNTHIA PEPPER (Felsted 8651)

(B+) "BABY BLUES" (1:33) [H. R. ASCAP—Leahy] This is an apt razz-ma-taz outing for the performer, who stars on the "Margie" TV'er, set in the 20's. It's hard to resist that infectious sound of the classic decade.

(B) "A FIRST-TIME LOVE" [H. R. Music ASCAP—Leahy] Catchy ditty has the quality of novelty continental material.

LES COOPER (Everlast 5019)

(B+) "WIGGLE WOBBLE" (2:04) [Bob - Dan BMI — Cooper] Teeners will gladly take to the dance floor with this infectious blues instrumental on the turntable. For those who want to sit-this one-out, the sound is mightly listenable. New York-based diskery could have something here.

(B) "DIG YOURSELF" (2:25) [Bob - Dan BMI — Cooper, Dunn] A blues romp including a vocal stand.

TIMMY WELCH (Reprise 20,101)

(B+) "HEY, MR. CLOWN" (2:56) [Gil BMI—Resnick, Clifford] Plaintive opus is displayed in haunting teen fashion by the pro teen-market warbler and lush, jungle-like ork-chorus setting. A sound that could show-up.

(B) "GYPSY WOMAN" (2:16) [Doral BMI—Burnett, Osborne] Intriguing blues-folk feel here.

NELSON DUPRE (Big "L" 501)

(B+) "COME ALONG & DANCE WITH ME" (2:07) [West-Phil BMI—McMillan] Songster is at the helm of this cheerful blues outing. He's assisted in pro upbeat fashion by a femme chorus and band. Diskery headquarters in Philly. Watch this one.

(B) "AT MY JOURNEY'S ENDS" (2:58) [West-Phil BMI—Du-Pre, Howard, McMillan] Pleasing blues-ballad outing.

THE CAVALIERS with LLOYD NASH (Gum 1002)

(B+) "PUT YOUR TRUST IN ME" (2:29) [Gum BMI—Bandle, Nash] Artist's warm-beat warble is backed by a good unhurried rock sound by the combo. Waxery is based in Mesilla Park, New Mexico.

(B) "I WANNA' KNOW" (1:58) [Gum BMI—Bandle, Nash] Lively session that makes twist sense.

TERRY NOLAND (Apt 25065)

(B) "LONG GONE BABY" (2:23) [Dundee BMI—Noland, Gibson] Country-styled songster reads a catchy ditty about a lost-love. Full ork offers a bright-beat assist.

(B) "THERE GOES A GIRL" (2:54) [Dundee BMI—Noland] Vocalist has a more sincere stint here.

JOHNNY NOVELLO (Moviecraft 123)

(C+) "BELLS OF ROMA" (2:12) [Gerard ASCAP — Colonna] Legit songster renders a pretty Italian-styled ballad intimately at first and then in swinging fashion. Label is located in Burbank, Calif.

(C+) "DOWN BY THE RIVER" (2:33) [Gerard ASCAP—Colonna] Novelle is warm all-the-way in this session. Tune is not the old Rodgers & Hart opus.

THE TALLYMEN (Infinity 021)

(B+) "(Good Old) BOWLING GREEN" (2:10) [Garcliff-Robin Hood BMI—Arr. Collins, Keane, Erickson] Folksters supply solid vitality as they relate a happy folk item. Authentic folk guitar highlights the colorful backdrop.

(B) "I'M COMING HOME" (1:50) [Robin Hood BMI—Marascalco] Boys again dip into the folk field for a lively outing.

JANE DARWYN (Ronko 6995)

(B+) "I'M IN A DAZE" (2:45) [Mish BMI—Wahis, McKissack] This legit outing features an interesting warble of a striking romantic by the lark, who's accompanied by a distinctive Latinish ork sound. There should be some jock attention here. Label hails from Chicago.

(B) "READY TO GO STEADY" (1:50) [Famous ASCAP—Finckel, Wilder] Slick, combo-backed swinging by the performer.

THE FIVE WHISPERS (Dolton 61)

(B+) "MIDNIGHT SUN" (2:54) [Crystal ASCAP — Hampton, Burke] The mainstay is done with a distinctive, Hawaiian-flavored touch by the guitar-led combo. Solo falsetto femme also helps set the exotic scene here. With exposure, side could make it.

(B) "MOON IN THE AFTERNOON" (2:02) [Cornerstone BMI—Marcellino, Greenbach, Larson] Brighter rock stuff on a catchy ditty whose title reverses that of the evergreen.

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Cash Box RECORD REVIEWS

B+ very good B good C+ fair C mediocre

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Newcomers

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"TIJUANA BORDER (WOLVERTON MOUNTAIN)" (2:47) [Painted Desert BMI—King]
"PEDRO'S PIANO ROLL TWIST" (2:10) [Hidle, Little Darlin' BMI—Barnum, Cooper]
EL CLOD (Challenge 9159)

Here's a delightful 'south-of-the-border' version of Claude King's big hit, "Wolverton Mountain." It's a Mexican-dialect rendition of "Tiajuana Border," by El Clod & the combo-chorus and it's a real rib-tickler. Watch it. Pairing's a solid all-instrumental rocker that also rates attention.

"DINING AND DANCING" (2:43) [Sea-Lark BMI—Sharp]
"TWO TON TESSIE" (2:41) [Sea-Lark BMI—Pitney, Schroeder]
BOBBY PEDRICK (Duel 516)

Chances are Bobby Pedrick's name will be plastered all over the charts in the weeks to come. Artist turns in an ear-pleasing performance as he eases his way over a tear-compelling romantic shuffler labeled "Dining And Dancing." However, don't overlook the terrific rock-a-twist coupler, "Two Ton Tessie." Top notch ork-choral support from Bill Ramal's crew on both ends.

"WHEN A MAN CRIES" (2:55) [Jildana ASCAP—Weiss]
"FIND ME" (2:21) [Jildana ASCAP—Weiss]
MICHAEL KELLY (Philips 40046)

Philips newcomer Michael Kelly turns in a powerful vocal job on his label bow and it looks like a first-time-out chart-rider for him. Side, tabbed "When A Man Cries," is a touching ballad that Kelly carves out with dramatic sincerity. Excellent instrumental support. Bright, swingin' lover's opus on the other end. Can also find a chart berth.

"LONG AS THE ROSE IS RED" (2:37) [Lyle ASCAP—Byron, Evans]
"I DON'T KNOW" (2:08) [Pageant BMI—Panza]
FLORRAINE DARLIN (Epic 9529)

This gal's answer to Bobby Vinton's number one smasheroo can give newcomer label-mate Florraine Darlin a solid money-maker. Side's tagged "Long As The Rose Is Red" and it's a lovely new lyric with the same charming melody. Most attractive music backdrop painted by Robert Mersey. Inviting, up-beat companion piece.

"DANCE HER BY ME (One More Time)" (2:15) [LeBill BMI—Wolf]
"THE LAST ONE" (2:33) [LeBill BMI—Brinkley, Campbell]
AMOS MILBURN JR. (Le Cam 974)

Songster, son of the famed blues artist, could have the beginning of a big disk career with his work on "Dance Her By Me." Tune is a folk-type romantic that may be evergreen bound, and Milburn's fine vocal, backed by a lush Nashville sound, has all-market appeal. Eye closely. Nice wistful flipside.

Best Bets

PEGGY LEE (Capitol 4812)

(B+) "TELL ALL THE WORLD ABOUT YOU" (2:31) [Progressive BMI—Charles, Mayfield] Peggy gives-out ala Ray Charles in this sunny blueser, which includes a solid brass workout from the band. Figure heavy deejay attention this way. Date could have a Top 100 career.

(B) "AMAZING" (2:35) [Leeds ASCAP—Gimbel] A lovely romantic is portrayed in all its tenderness by the performer.

DELLA REESE (RCA Victor 8070)

(B+) "BLOW OUT THE SUN" (2:10) [Trinity BMI—Barry, Resnick] Stylist could get chart attention with her portrayal of the rhythmic item that says the world is barren without love. Performer's stint receives a colorful rock setting, with unusual vocal chants included. Should be eyed.

(B) "I LOVE YOU SO MUCH IT HURTS" (2:07) [Melody Lane BMI—Tillman] The sentimental oldie is revived with a fine modern day ballad touch.

JIMMY SMITH (Blue Note 1851)

(B+) "EVERYBODY LOVES MY BABY" (3:45) [Pickwick — Palmer, Williams] Jimmy Smith, who is currently riding the charts with "Walk On The Wild Side" on another label, should pull plenty of coin with this first-rate reading of the oldie culled from his new Blue Note LP. Side boasts some impressive solos from the organist's crew. Eye it.

(B+) "AIN'T SHE SWEET" (2:35) [Advanced ASCAP — Ager, Yellen] More top-drawer jazz-pop sounds. This time out Smith offers a spirited, uptempo rendition of another standard taken from his album.

LITTLE BILLY (Landa 691)

(B+) "THE DANCE IS OVER" (2:12) [Ludix BMI — Dixon] Teeners will go for the understanding warble by the songster of a pretty plaintive. A string-filled ork & chorus get the sentimental picture painted by the artist. Stands a chance for Top 100 recognition.

(B) "STEADY GIRL" (2:05) [Ponderosa BMI — Madara, White, Lee] This quick-beat affair generally harks back to earlier teen-beat days.

JUNIOR GORDON (Jay O Pee 1250)

(B) "CALL THE DOCTOR" (2:15) [At Last BMI—Montrell] Raunchy, medium-paced blues lament on a tradition-styled theme given a feelingful send-off by the artist. Could get some spins on the r&b stations.

(B) "A BRIGHTER DAY" (2:12) [At Last BMI — Montrell] Pop-flavored, blues shuffler with some smart lyrics. Good wax.

MEL HENKE (Warner Bros. 5295)

(B+) "77 SUNSET STRIP" (2:22) [M. Witmark & Sons ASCAP —Livingston, David] The Mel Henke ork comes up with an effective, fresh arrangement of the popular TV theme. The tune is given a spinnable raunchy approach which should help it in the sales department.

(B) "OLIVER'S TWIST" (2:15) (Henke-Stern ASCAP — Henke] Extremely danceable twister essayed with a potent 30's-flavored big band style.

AL "TNT" BRAGGS (Peacock 1918)

(B+) "EASY ROCK" (2:34) [Lion BMI—Leake, Clark] The vet r&b chanter delivers the goods in coin-pulling fashion on this low-down blueser with an effective rockin' dance beat. A natural for airplay.

(B) "YOU'RE SOMETHING ELSE" (2:22) [Kansoma & Don BMI—Downing, Poe, Sandusky] Familiar-sounding, uptempo item in the traditional blues vien.

HENRY LUMPKIN (Motown 1029)

(B+) "MO JO HANNA" (2:45) [Jobete BMI—Paul, Williams, Paul] Strong shout-like blues rockin' from the singer and his combo-chorus backing. Gal's first name represents that infectious blues sound, the mojo. Exciting attack.

(B) "BREAK DOWN & SING" (2:44) [Jobete BMI—Paul] Ditty with a happy philosophy is presented with cheerful blues feeling.

JOHNNIE JACKSON (Swan 4114)

(B+) "I DIG 'EM ALL" (2:12) [Jire ASCAP—Phillips, Tracy] Storyline about a fella who's easily satisfied on the teen dancefloor is conveyed in a happy twist style. Combo-chorus (femmes) give the songster lively support.

(B) "WHERE ARE YOU" (2:40) [Ben-Lee BMI—Antler] Jackson is heard in an inviting, legit-styled ballad turn.

MAC DAVIS (Jamie 1227)

(B) "LET HIM TRY" (2:05) [Lo-Ab BMI—Davis] giving out with lots of teen-market know-how, Davis, against a lightly pounding rock setup, tells a tale about a guy who's not letting any one mess with his flame. Kids will like the pro stand.

(B) "I'M A POOR LOSER" (2:47) [Lo-Ab BMI—Davis] Davis and his backing carry a lost-love idea with teen-beat conviction.

JANET CALLOWAY (Enjoy 1003)

(B) "BANK OF LOVE" (2:10) [Beryl BMI—Green] Thrush warbles with solid upbeat blues finesse on the catchy opus. A contagious combo & chanting femme chorus support.

(B) "LOVERS PRAYER" (2:20) [Bob—Dan BMI—Calloway, Green] Artist does a semi-narrative bit against a bluesy waltz sound. Interesting session.

PAUL TAUBMAN (Epic 9525)

(B+) "SEVENTY-SIX TROMBONES" [Wilson] Paul Taubman offers a high-spirited rendition of the popular "Music Man" tune. Release of the flick should help spur sales. Side is taken from the orkster's "Big Brass Band" album.

(B) "ST. LOUIS BLUES MARCH" [Handy] More good band sounds. This one's a fine blues-flavored reading of the W. C. Handy-penned oldie.

BO DIDDLEY (Checker 1019)

(B+) "I CAN TELL' (2:55) [Arc BMI—Samuels, McDaniels] Vet blues performer puts on a persuasive medium-beat show here, working against striking Latinish blues music from the combo. Solid, mostly R&B stand by the artist.

(B) "YOU CAN'T JUDGE A BOOK BY THE COVER" (2:43) [Arc BMI—Dixon] Bouncy blueser with a good-natured vocal by Diddley.

PETULA CLARK (London International 10516)

(B+) "WHISTLIN' FOR THE MOON" (2:50) [Leeds ASCAP —Birga, Fishman] The lark has good chance with this effective, chorus-backed, medium-paced ballad. English lark could start a successful career this side of the Atlantic with this promising entry.

(B) "TENDER LOVE" (2:59) [Leeds ASCAP — Palmeira, Corletto, Fishman] Pretty, sentimental lament essayed with loads of professional authority by the thrush. Deserves exposure.

CATERINA VALENTE & SILVO FRANCESCO (London 10011)

(B+) "PORT-AU-PRINCE" (2:37) [E. B. Marks BMI—Wayne, Cabot] The duo offers attractive swingin' tango-styled item all about the tune's title. Side has an ear-pleasing sound.

(B) "CORPORATION" (2:05) [E. B. Marks BMI — Kiessling] Jumpin' jazz-flavored ditty showcasing the wide-range vocal talents of the artists.

RUDY MARTIN (Crystalette 751)

(B) "TAMBOURINES AND BIG BRASS DRUM" (2:08) [Carsey & Two Minute BMI—M. & D. Kilpatrick] The songster unleashes his vocal talents full-blast on this lively, rousing dance item. Should appeal to spinners.

(C+) "OUR LAST DANCE" (1:58) [Tani Lori BMI — Randi, Campos] Tender shuffle-beat, chorus-backed tear-jerker with a pretty melody.

JAZZ

RICHARD HOLMES & LES McCANN (Pacific Jazz 347)
"Commin' Through The Apple"/"Somethin' Special"

TRICKY LOFTON (Pacific Jazz 346)
"Canadian Sunset"/"Brass Bag"

IKE QUEBEC (Blue Note)
"Nature Boy"/"Brother Can You Spare A Dime"

BENNIE GREEN (Bethlehem)
"Dibblin' And Dabblin'"/"Catwalk"

ZOOT SIMS (Bethlehem)
"There'll Be Some Changes Made"/"Doggin' Around"

ANY WAY YOU
LOOK AT IT
IT'S **THE WANDERERS**
WITH THEIR BIGGEST HIT
THERE IS NO GREATER LOVE · K13082
b/w As Time Goes By
ANOTHER BEST-SELLER FROM
TODAY'S HOTTEST POP LABEL
MGM RECORDS

MGM
HIGH FIDELITY

Cash Box

RECORD REVIEWS

B+ very good B good C+ fair C mediocre

only those records best suited for commercial use are reviewed by Cash Box

Best Bets

THE DUKE OF EARL (Veejay 455)
(B+) "YOU LEFT ME" (2:10) [Conrad-Karlan BMI—Dixon, Sheppard, Davis] Recent hit performer could get somewhere with his persuasive portrayal of the strong lost-love item. Backing him is a solid string-included Latinish arrangements. Well-worth eyeing.
(B) "I'LL FOLLOW YOU" (2:27) [Cromwell ASCAP—Turk, Albert] Oldie is done with an interesting blues-oriented delivery by the warbler.

SAMMY DAVIS, JR. (Reprise 20048)
(B+) "WHAT KIND OF FOOL AM I" (2:58) [Ludlow BMI—Bricusse, Newley] The songster turns in his usual first-rate professional performance on this legit ballad from "Stop The World—I Want To Get Off," which is coming to B'way this fall. Real hot item for spinners.
(B+) "GONNA BUILD A MOUNTAIN" (2:18) [Ludlow BMI—Bricusse, Newley] The flip is another tune from the show. Side is an infectious, uptempo, handclapping affair essayed with authority by the chanter.

THE BLUE CHIPS (Groove 0006)
(B+) "ONE HEN" (2:15) [Ross Jungnickel ASCAP — Hugo, Lugi, Weiss] The Blue Chips seem to have a sure-fire coin-puller with clever, fast-moving novelty item. The 'memory-game' was spotlighted recently by Jerry Lewis & Hugh Downs on the "Tonight" show. Plenty of sales potential.
(B) "PROMISE" (2:20) [Ross Hill BMI — Thumper] This side's an appealing teen-angled blues-flavored lament.

SAM PORFIRIO QUARTET (Heartbeat 12)
(B+) "MY FUNNY VALENTINE" (1:38) [Chappel ASCAP — Rogers, Hart] Here's a first-rate jazz-flavored, easy-goin' rendition of the Rogers and Hart evergreen. With the proper exposure the side could skyrocket. Good juke and deejay item.
(B) "I LOVE PARIS" (2:43) [Buxton ASCAP — Porter] Another fine oldie read with polish and verve by the group. Eye it.

JOHNNY WILLIAMS (Columbia 42516)
(B+) "TUESDAY'S THEME" (2:31) [Hastings BMI—Williams] Maestro Williams can make the chart grade with this one. It's an ultra-lovely, string-filled waltzer that's sure to make the jocks sit up and take notice. Has what it takes for a hitdom.
(B+) "MONTREAL" (1:54) [Duchess BMI—Knauer] The Canadian city could be an important name on the wax map as a result of this up tempo instrumental delighter with sans lyric choral chants.

THE APPLEJACKS (Cameo 222)
(B+) "STRUTTIN' IN THE SUMMERTIME" (2:08) [Kalmann ASCAP—Mann, Appell] Employing a Mummer Band-like approach, instrumentalists and chorus offer a happy summer sound—with a teen dancefloor angle. Joyful item could get around.
(B) "ANY TIME" (2:05) [Hill & Range BMI — Lawson] A bright revival of the old Eddie Fisher hit.

ART LABOE (Original Sound 23)
(B+) "MEXICAN MIDNIGHT" (1:55) [Drive-In BMI—Baker, Marshall] Sound here has Spanish-flavored ork excitement, with brass and flamenco-styled guitars providing most of the color. Could get somewhere.
(B) "PICKWICK TWIST" (2:30) [Bonnyview ASCAP—Kessel] Tuneful item is sent along a merry and original-sounding twist course by the musicians.

MARCY JO (Swan 4116)
(B+) "I'M A DREAMER AREN'T WE ALL" (2:31) [DeSylva, Brown & Henderson & Ross Jungnickel ASCAP — DeSylva, Brown & Henderson] This is an inviting, teen-directed revival of the not-too-often heard worthy evergreen. Lass' fine essay is partly multi-tracked, and a full ork provides a very attractive setting. Date could get places.
(B) "FIRST KISS" (2:40) [Conley ASCAP — Slay, Crewe] Thrush nicely conveys a wistful item.

SAM & DAVE (Roulette 4445)
(B+) "NO MORE PAIN" (2:30) [Sherlyn, Jon Ware & Frost BMI—Alaimo] This is a most effective male duet on a strong blues item. Backing the pair's display is a persuasive upbeat sound from the organ and percussion spotlighted combo. Striking session for the R&B trade. Could move.
(B) "MY LOVE BELONGS TO YOU" (2:18) [Sherlyn, Jon Ware & Frost BMI—Moore, Prater] Fellas enter calmer blues seas here.

BARRY SEIDEL (Belinda 102)
(B+) "IT HAPPENS EVERY TIME" (1:55) [Duchess BMI — McCoy, Burton] The chanter unleashes his potent vocal talents on this hard-driving, infectious twister. Side boasts an attractive handclapping and an extremely danceable beat supplied by a great ork backing. Ultra-commercial wax.
(B) "WONDERS OF LOVE" (2:30) [Bennell BMI—Burton Simmons] This time out Seidel offers a potent shuffle-beat ballad with an appealing while-back teen flavor. Artist has the goods for stardom. Watch him!

TOMMY ZANG (Hickory 1180)
(B+) "JUST CALL MY NAME" (2:13) [Acuff-Rose BMI — Zang] Tommy Zang should move up the hitsville path quickly with this top - drawer, chorus - backed, self-penned lament. The chanter displays a real commercial wide-range vocal delivery on the side. Loads of potential here.
(B+) "I LOVE YOU BECAUSE" (2:04) [Fred Rose BMI — Payne] This time out Zang comes up with the pretty country ballad. Another chart-loomer.

ROGER WILLIAMS (Kapp 479)
(B+) "NIAGARA THEME" (2:38) [Tunetime BMI—Martin] The superb keyboard touch of the Kapp hit-maker once again comes across in winning style on this rippling beaut. Extremely pretty ork-choral showcase supplied by Ralph Carmichael's outfit. Could be a big one.
(B) "THE LORELEI" (4:20) [Evergreen ASCAP—Allen] This haunting, over 4-minute earpleaser makes for a splendid coupler.

ROBERT GOULET (Columbia 42519)
(B+) "WHAT KIND OF FOOL AM I?" (2:33) [Ludlow BMI — Bricusse, Newley] One of the label's big-ballad guns—featured in "Camelot"—adds another strong reading of the oft-cut romantic from "Stop The World. . ." Full ork backdrop is directed by Joe Harnel.
(B) "WHERE DO I GO FROM HERE?" (2:43) [Sunbeam BMI—Harnick, Bock] A fine Latin-styled treatment of a song from "Fiorello!" that deserves recognition. Goulet's solid warble may help a lot. Track is from the performer's new LP, "Two Of Us."

TOMMY SENA (Valmont 905)
(B+) "THE WOBBLE" (1:50) [Valmont BMI—Rona] The "new" teen-step is represented with good rock life from the performer and his partytime combo-chorus backdrop. Pro reading of what may be the next big teen-dance on disks (there's lots of outings coming on the step). Label has its offices in N.Y.
(B) "ONIONS (Remind Me Of You)" [Rona] Busy theme with this lyric approach: onions remind the guy of his lost-love because they make him cry, just like he does when he thinks of the chick.

THE IVY LEAGUE TRIO (Coral 62327)
(B+) "DEEP BLUE SEA" (2:45) [Northern ASCAP — Arr: O'Neill, Galloway, Hilder] The songsters appealingly up-date the folk-oldie (a years-back success for Jimmy Dean) in a manner the platter spinners will enjoy. Easy goin' item that rates close attention.
(B+) "WINKEN BLINKEN AND NOD" (3:00) [Ryerson BMI—Simon, Field] This end's haunting updating job on the famous nursery rhyme. Both sides are culled from their "Folk Songs Rare And Well Done" LP.

PHIL BO (Smash 1741)
(B+) "MORNING STAR" (1:39) [Ace BMI—Crawford] There's a good deal of deft blues work by the warbler and his interesting light-beat combo backdrop, which includes a novel trombone stint. Can develop into something.
(B) "OH! WHAT A MISTAKE" (1:58) [The Crazy Cajun BMI —Boudreaux] An infectious entry from the performer.

STU PHILLIPS ORCH. (Colpix 643)
(B+) "WILD PARTY" (2:10) [Seven-Eleven BMI—Stevens] A theme from an upcoming flick, "The Interns," gets an exciting band run-through with Latin touches. An organ is part of the swingin' arrangement. Solid commercial band outing.
(B) "INTERN BASH" (1:40) [Seven-Eleven BMI—Stevens] Notable swingin' on another item from the flick.

BILLY ECKSTINE (Mercury 72022)
(B+) "WHAT KIND OF FOOL AM I" (2:53) [Essex—Newley] Mr. "B" offers a choice rendition of the strong romantic from the hit London revue, "Stop The World I Want To Get Off," which will open on Broadway soon. Tune's getting lots of disk play and could be a big item.
(B) "TIL THERE WAS YOU" (2:17) [Frank ASCAP—Wilson] More romantic finesse from the artist, who warbles the hit ballad from "The Music Man," whose score will be getting exposure anew thanks to the flick version of the B'way smash.

DANNY JORDAN (United Artists 491)
(B+) "RUNAROUND SUE'S GETTING MARRIED" (2:00) [Catherine SESAC — Colby] An "answer" to the recent Dion smash that retains much of the original hit sound. Should interest the kids who went for the Dion outing.
(B) "ON THE OUTSIDE LOOKING IN" (2:32) [Catherine SESAC—Raleigh, Wayne, Jordan] Guys—with femmes chanting in the backdrop—appealingly handle the inviting teen plaintive.

SINGING SAMMY MARSHALL (TJB Brandes 101)
(B) "JINGLE MINT TWIST" (1:50) [Sorority & Fraternity BMI—Brandes, Norris] Songster delivers the ditty against sprightly combo-chorus twistin' Hometown for the label is N.Y.
(C+) "COME BACK TO ME" (3:00) [Sorority & Fraternity BMI—Mayhams] Wistful is done with a bounce rock sound.

LARRY MEADOWS (Regency 25)
(B) "SUCH A LONELY BOY" (2:28) [Voltage BMI—Vance] Number with a little of "Fever" in its make-up is done with a bouncy beat touch by the songster and his instrumental accompaniment. Los Angeles is the label's headquarters.
(B) "DON'T HIDE YOUR LOVE" (2:10) [Voltage BMI—Vance] Rhythmic romantic pose by the performer.

THE PARISIANS (Pova 1004)
(B) "WHY (I Want To Know)" (1:57) [Poab BMI—Samuel] A solid shout-type romp from the songsters and their sax-led combo backing. The Discmaker's Group is the label's national distrib.
(B) "ON THE SUNNY SIDE OF THE STREET" (2:03) [Shapiro-Bernstein ASCAP—Fields, McHugh] Happy blues feel for the sturdy.

BIG WALTER (Myrl 409)
(B+) "WATUSIE FREEZE"—Part 1 (2:57) [Starflite BMI—Harper, Price] Quite a whacky rock affair. There are various uninhibited jungle animal bits in front of a wild combo attack. Could be something.
(B+) "WATUSIE FREEZE"—Part 2 (2:23) [Starflite BMI—Harper, Price] More of the same.

ACE CANNON (Santo 113)
(B) "BIG SHOT" (2:17) [Studio —Moore, Edwards] Saxist, a big chart artist on the Hi label with "Tuff," is the main attraction in this happy rock instrumental. Rockin' that the kids will dig.
(B) "REST" (2:00) [Studio—Moore, Mathews] Muted trumpet is part of this easy-does-it moody.

THE MULCAY'S (Jubilee 5426)
(B+) "CANADIAN SUNSET" (2:38) [Vogue BMI—Heywood] Established harmonica team, against a rambling rhythm accompaniment, offers a nice easy swing reading of the standby. Fine good-music issue is from an LP, "The Mulcay's Magic Millions."
(B) "LOVE ME FOREVER" (2:30) [Mulcay ASCAP—J&M Mulcay] From the same album, a more sentimental slicing.

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BROOK BENTON

"Lie To Me"/"With The Touch Of Your Hand"

72024

Mercury RECORDS

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LOVE ME AS I LOVE YOU

GEORGE MAHARIS

•

CHILLS

TONY ORLANDO

•

I'M CLIMBIN' (THE WALL)

ADAM WADE

•

LONG AS THE ROSE IS RED

FLORAINNE DARLIN

Cash Box RADIO ACTIVE CHART

A survey of **key** *radio stations in all important markets throughout the country to determine by percentage of those reporting which releases are being added to station play lists this week for the first time and also the degree of concentration combining previous reports. Percentage figures on left indicate how many of the stations reporting this week have added the following titles to their play list for the first time. Percentage figures on right include total from left plus the percentage title received in prior week or weeks.* (SURVEY COMPLETED TO AUGUST 1ST)

% OF STATIONS ADDING TITLES TO PROG. SCHED. THIS WEEK	TITLE — ARTIST — LABEL	TOTAL % OF STATIONS TO HAVE ADDED TITLES TO PROG. SCHED. TO DATE
44%	Every Night—Paul Anka—RCA Victor	44%
44%	Send Me The Pillow You Dream On—Johnny Tillotson—Cadence	64%
39%	What Kind Of Love Is This—Joey Dee—Roulette	59%
39%	Teenage Idol—Rick Nelson—Imperial	39%
37%	If I Had A Hammer—Peter, Paul & Mary—Warner Bros.	42%
27%	'Til There Was You—Valjean—Carlton	27%
25%	Ramblin' Rose—Nat 'King' Cole—Capitol	45%
24%	Green Onions—Booker T & MG's—Stax	34%
23%	It Might As Well Rain Until September—Carole King—Dimension	23%
22%	Hully Gully Baby—Dovells—Parkway	54%
19%	Your Nose Is Gonna Grow—Johnny Crawford—Del-Fi	46%
18%	Papa—Oom-Mow-Mow—Rivingtons—Liberty	40%
17%	Venus In Blue Jeans—Jimmy Clanton—Ace	25%
16%	The Cure—Smitty Williams—MGM	16%
16%	Patches—Dicky Lee—Smash	16%
15%	She's Not You—Elvis Presley—RCA Victor	82%
14%	There You Go—Paul Anka—RCA Victor	14%
13%	Rinky Dink—Dave 'Baby' Cortez—Chess	55%
13%	You Beat Me To The Punch—Mary Wells—Tamla	21%
13%	I've Got My Eye On You—Rick Nelson—Imperial	13%
13%	I'm Gonna Change Everything—Jim Reeves—RCA Victor	13%
12%	I Keep Forgettin'—Chuck Jackson—Wand	24%
12%	Beechwood 4-5789—Marvelettes—Tamla	35%
12%	Come Back Into My Heart—Volumes—Chex	22%
12%	True Love—Bobby Vinton—Epic (LP)	12%
11%	Elizabeth—Hollywood Flames—Goldie	11%
11%	Dance To The Loco-Motion—Teddy Randazzo—ABC Par.	11%
10%	Devil Woman—Marty Robbins—Columbia	48%
10%	Love Me As I Love You—George Maharis—Epic	68%
10%	Silver Threads And Golden Needles—Springfields—Philips	68%
10%	You Don't Know Me—Ray Charles—ABC Par.	81%
10%	Call Me Mr. In-Between—Burl Ives—Decca	78%
10%	There Is No Greater Love—Wanderers—MGM	20%
10%	Ugly Ducking—Shelby Flint—Valiant	20%
10%	No One Will Ever Know—Jimmie Rodgers—Dot	10%

LESS THAN 10% BUT MORE THAN 5%

	TOTAL % TO DATE		TOTAL % TO DATE		TOTAL % TO DATE
Midnight Sun Whispers (Dolton)	9%	I Cry And Cry Bobby Curtolo (Del-Fi)	8%	I'm Tossin' N Turnin' Agoin Bobby Lewis (Beltone)	5%
I Love You The Woy You Are Bobby Vinton (Diomond)	17%	Life's Too Short Lofoyettes (RCA Victor)	31%	Softly As I Leove You Mott Monro (Liberty)	5%
The Boy's Night Out Potti Poge (Mercury)	26%	Silly Boy Lettermen (Capitol)	40%	I Wonno Be Loved Dinoh Woshington (Mercury)	5%
Glory Of Love Deedee Ford & Don Gordner (KC)	15%	Jivin' Around Al Cosey (Stocy)	7%	Sheilo Tommy Roe (ABC Por.)	67%
Come On Little Angel Belmonts (Sobino)	8%	Feeling No Poin Poul Evons (Kopp)	6%	Woddle Woddle Brocelets (Congress)	5%

Cash Box Best Selling Albums

COMPILED BY CASH BOX FROM LEADING RETAIL OUTLETS—AUGUST 11, 1962

MONAURAL

Pos.	Last Week		
1	1	● MODERN SOUNDS IN COUNTRY & WESTERN MUSIC	Ray Charles (ABC Paramount ABC 410; ABC5 410)
2	2	● WEST SIDE STORY	Film Track (Columbia OL 5670; OS 2070)
3	3	● THE STRIPPER	David Rose & Orch. (MGM E 4062; SE 4062)
4	4	● POT LUCK	Elvis Presley (RCA Victor LPM 2523, LSP 2523)
5	6	● PETER, PAUL AND MARY	(Warner Bros W 1449; W5 1449)
6	5	● STRANGER ON THE SHORE	Mr Acker Bilk (Atco 33-129; SD 33-129)
7	7	● VINCENT EDWARDS SINGS	(Decca DL 4311; DL 74311)
8	9	● ROME ADVENTURE	Film Track (Warner Brothers W 1458; W5 1458)
9	8	● ★ BREAKFAST AT TIFFANY'S	Henry Mancini (RCA Victor LPM 2362; LSP 2362; *EPA-4369)
10	11	● BEST OF THE KINGSTON TRIO	(Capitol T 1705; ST 1705)
11	16	● MUSIC MAN	Original Filmtrack (Warner Brothers WB 1459; BS 1459)
12	15	● IT KEEPS RIGHT ON A-HURTIN'	Johnny Tillotson (Cadence CLP 3058; CLP 25058)
13	18	● I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CL 1869; CS 8669)
14	27	● ROSES ARE RED	Bobby Vinton (Epic LN 24020; BN 26020)
15	13	● HATARI!	Henry Mancini (RCA Victor LPM 2559; LSP 2559)
16	10	● MOON RIVER	Andy Williams (Columbia CL 1809; CS 8609)
17	12	LOVERS WHO WANDER	Dion (Laurie 2012)
18	14	● BASHIN'	Jimmy Smith (Verve V 7484; V6 7484)
19	23	● RAY ANTHONY PLAYS WORRIED MIND	(Capitol T 1752; ST 1752)
20	17	● GEORGE MAHARIS SINGS	(Epic LN 24001; BN 26001)
21	20	● AMERICAN WALTZES	Mantovani (London LL 3260; P5 248)
22	22	● WALK ON THE WILD SIDE	Soundtrack (Chareo A 4, AS 4)
23	33	● HERBIE MANN AT THE VILLAGE GATE	(Atlantic 1380)
24	19	● YOUNG WORLD	Lawrence Welk (Dot DLP 3428; 25428)
25	21	● STATE FAIR	Soundtrack (Dot DLP 9011; DLP 29011)
26	25	● CAMELOT	B'way Cast (Columbia KOL-5520; KOS 3021)
27	26	● WEST SIDE STORY	B way Cast (Columbia OL 5230; OS 2001)
28	28	● BOBBY VEE MEETS THE CRICKETS	(Liberty LRP 3228; LST 7228)
29	29	● NO STRINGS	B way Cast (Capitol O 1695, SO 1695)
30	35	● JOAN BAEZ VOL II	(Vanguard VRS 9094; VSD 297)
31	24	● ORIGINAL MOTION PICTURE HIT THEMES	(United Artists UAL 6197, UAS 6197
32	30	● S'CONTINENTAL	Ray Conniff (Columbia CL 1776; CS 8576)
33	34	● ONCE UPON A TIME	Lettermen (Capitol T 1727, ST 1727)
34	39	● DINAH 62	Dinah Washington (Roulette R 27170; SR 27170)
35	41	● RAY CHARLES GREATEST HITS	(ABC Paramount ABC 415; ABCS 415)
36	42	ALL THE HITS	Bobby Rydell (Cameo C 1019)
37	31	● THE MIDNIGHT SPECIAL	Harry Belafonte (RCA Victor LPM 2449; LPS 2449)
38	40	MURRAY THE K'S GASSERS FOR SUBMARINE RACE WATCHERS	Various Artists (Chess LP 1470)
39	44	RAY CHARLES STORY	(Atlantic 2900)
40	32	● BLUE HAWAII	Elvis Presley (RCA Victor LPM 2426; LSP 2426)
41	47	● FOR THE NERO MINDED	Peter Nero (RCA Victor LPM 2536; LSP 2536)
42	—	● GOLDEN HITS OF THE EVERLY BROTHERS	(Warner Brothers WB 1471; WS 1471)
43	38	● THE SOUND OF MUSIC	B'way Cast (Columbia KOL 5450; KOS-2020)
44	45	● MASHED POTATOES & GRAVY	Ventures (Liberty BLP 2016; BST 8016)
45	—	● DRUMMIN' UP A STORM	Sandy Nelson (Imperial LP 9189; 12189)
46	—	● COUNTDOWN-TIME IN OUTER SPACE	Dave Brubeck Quartet (Columbia CL 1775; C5 8575)
47	43	● TUFF SAX	Ace Cannon (HI HL 12007, SHL 32007)
48	46	● COLLEGE CONCERT	Kingston Trio (Capitol T 1658; ST 1658)
49	48	● JUDY AT CARNEGIE HALL	Judy Garland (Capitol BO 1569 SWBO 1969)
50	37	● CHAPEL BY THE SEA	Billy Vaughn (Dot DLP 3424; DLP 25424)

STEREO

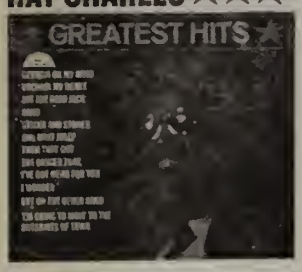
Pos.	Last Week		
1	1	WEST SIDE STORY	Film Track (Columbia OS-2070)
2	2	MODERN SOUNDS IN COUNTRY & WESTERN MUSIC	Ray Charles (ABC Paramount ABCS 410)
3	3	THE STRIPPER	David Rose & Orch. (MGM SE 4062)
4	4	STRANGER ON THE SHORE	Mr. Acker Bilk (Atco SD 33-129)
5	9	PETER, PAUL & MARY	Warner Brothers (WS 1449)
6	5	POT LUCK	Elvis Presley (RCA Victor LSP 2523)
7	6	ROME ADVENTURE	Film Track (Warner Bros WS 1458)
8	8	MOON RIVER	Andy Williams (Columbia CS 8609)
9	7	BREAKFAST AT TIFFANY'S	Henry Mancini (RCA Victor LSP 2362)
10	12	MUSIC MAN	Original Filmtrack (Warner Brothers WS 1459)
11	11	HATARI	Henry Mancini (RCA Victor LSP 1459)
12	10	VINCENT EDWARDS SINGS	(Decca DL 74311)
13	14	BEYOND THE REEF	Earl Grant (Decca DL 74231)
14	13	NO STRINGS	B'way Cast (Capitol SO 1695)
15	17	AMERICAN WALTZES	Mantovani (London PS 248)
16	18	BASHIN'	Jimmy Smith (Verve V6 7484)
17	22	I LEFT MY HEART IN SAN FRANCISCO	Tony Bennett (Columbia CS 8669)
18	15	YOUNG WORLD	Lawrence Welk (Dot DLP 25428))
19	16	WALK ON THE WILD SIDE	Soundtrack (Chareo AS 4)
20	19	CAMELOT	B'way Cast (Columbia KOS-3021)
21	21	RAY ANTHONY PLAYS WORRIED MIND	(Capitol ST 1752)
22	20	THE BEST OF THE KINGSTON TRIO	(Capitol ST 1705)
23	23	WEST SIDE STORY	B'way Cast (Columbia OS 2001)
24	28	HERBIE MANN AT THE VILLAGE GATE	(Atlantic 1380)
25	29	ORIGINAL MOTION PICTURE HIT THEMES	(United Artists UAS 6197)
26	34	JULIE AND CAROL AT CARNEGIE HALL	Julie Andrews & Carol Burnette (Columbia S 2240)
27	31	FOR THE NERO-MINDED	Peter Nero (RCA Victor LSP 2536)
28	25	STATE FAIR	Soundtrack (Dot DLP 29011)
29	30	STEREO 35/mm	Enoch Light & Orch. (Command RS 826 SD)
30	39	SPAIN	Stanley Black (London SP 44016)
31	24	CHAPEL BY THE SEA	Billy Vaughn (Dot DLP 25424)
32	27	TONIGHT	Ferrante & Teicher (United Artists UAS 3210)
33	26	S'CONTINENTAL	Ray Conniff Orch. & Chorus (Columbia CS 8576)
34	38	BLUE HAWAII	Elvis Presley (RCA Victor LSP 2426)
35	33	THE SOUND OF MUSIC	B'way Cast (Columbia KOS-2020)
36	36	JAZZ SAMBA	Stan Getz (Verve V6 8432)
37	35	ONCE UPON A TIME	Lettermen (Capitol ST 1727)
38	—	SINATRA SINGS OF LOVE AND THINGS	Frank Sinatra (Capitol SW 1729)
39	37	MIDNIGHT SPECIAL	Harry Belafonte (RCA Victor LP5 2449)
40	—	ROSES ARE RED	Bobby Vinton (Epic BN 26020)
41	32	COUNTDOWN-TIME IN OUTER SPACE	Dave Brubeck Quartet (CS 8575)
42	49	STEREO 35/mm VOLUME II	Enoch Light (Command RS 831 SD)
43	40	THE MAGNIFICENT SOUND OF THE PHILADELPHIA ORCH.	Eugene Ormandy (Columbia Pos 1; PHS-1)
44	42	GREAT THEMES FROM HIT FILMS	Enoch Light (Command RS 835 SD)
45	—	RONNIE ALDRICH AND HIS TWO PIANOS	(London SP 44018)
46	41	MOON RIVER	Lawrence Welk (Dot 25412)
47	48	CARNIVAL	B'way Cast (MGM SE 3946)
48	47	JUDY AT CARNEGIE HALL	Judy Garland (Capitol SWBO 1569)
49	46	FLOWER DRUM SONG	Soundtrack (Decca DL 79098)
50	—	POPS ROUNDUP	Boston Pop Orch. (RCA Victor LSC 2595)

● Also available in Stereo ★ Also available in EP

Cash Box ALBUM REVIEWS

POPULAR PICKS OF THE WEEK

RAY CHARLES ★★★



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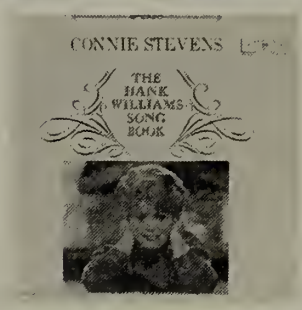

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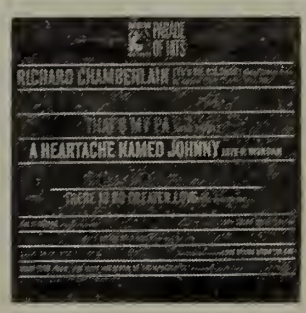

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JOHNNY CRAWFORD

"A YOUNG MAN'S FANCY"

CINDY'S BIRTHDAY

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Little White Cloud • Young At Hea

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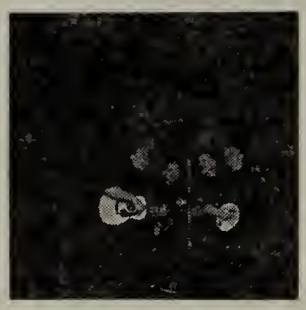

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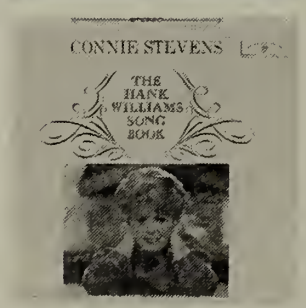

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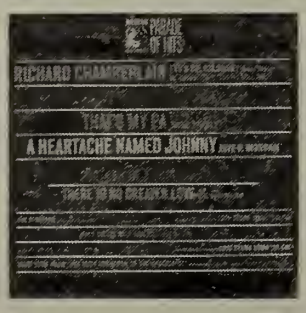

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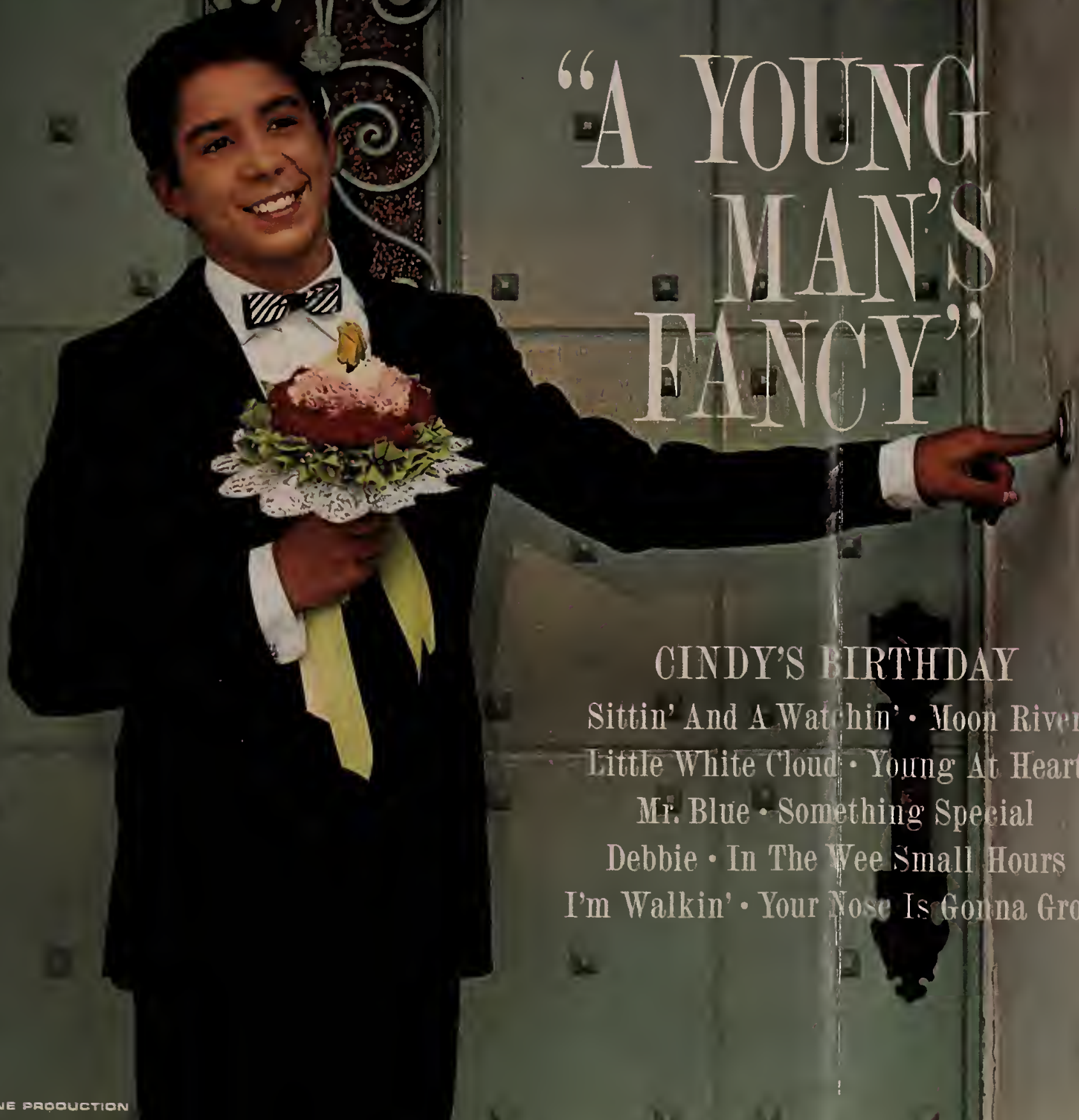

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Sittin' And A Watchin' • Moon River

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A BOB KEENE PRODUCTION

For IMPACT
it's the INSERT!

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WHO'S RUN ONE . . .

You can stimulate
sales at the dealer,
rack jobber and
one-stop levels prior
to the arrival of
your salesmen.
Check into this potent
Cash Box advertising
approach and find
out for yourself.
It's the most exciting
and most inexpensive way
to let the entire trade
know simultaneously
that you are releasing
a big new album.

Cash Box
World's Leading Record and Music Magazine

ALBUM PLANS

Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ABC-PARAMOUNT
12½% discount on the entire catalog including new releases. Expires: Sept. 30.

ANGEL
Label's entire catalog of 35 Otto Klemperer LP's offered to dealers on a buy-two-disks-get-one-free basis during August and September.

ARTIA
"Summer Dividend Days"—Distributors and dealers receive s 25% discount on all Artia, Parliament, MK and Supraphon product and a 10% discount on all "World's Greatest Music" series product. Dating terms. Expires: Aug. 31.

ATLANTIC & ATCO
15% discount on the LP catalogs of both labels. 30-60-90 days deferred billing. Expires: Aug. 31.

BETHLEHEM
Three free bonus albums for each ten purchased. Applies only to new LP's. Expires: August 31.

BLUE NOTE
10% discount on catalog. Expires: Aug. 31.

BLUESVILLE
Buy-7-get-1-free. Expires: Aug. 15.

CAMEO/PARKWAY
A six month discount program on all LP's. 12½% discount on any of 80 albums contained in a pre-pack. 90 day dating to qualifying dealers. Expires: Aug. 30.

DOT
Optional discount—two free albums on the purchase of every ten or a 15% straight cash discount. Dated billing with 25% to be paid Sept., Oct., Nov. and Dec. No expiration date has

FIRE/FURY
All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

KING
Three free bonus albums for each ten purchased. Applies only to new LP's. Expires: August 31.

LIBERTY
New LP's, as well as the back catalog of regular Liberty-Dolton albums (except Chipmunk) as well as Premier Series product will be available at a 15% cash discount taken off the face of the invoice, on the dealer's entire order which must have a minimum of 15 total LP units. A 100% exchange privilege is also with merchandise exchangeable anytime after February 1. Payment is scheduled for 1/3 Nov. 10, 1/3 Dec. 10, 1/3 Jan. 10. 2% EOM. Expires: Sept. 3.

NEW JAZZ
Buy-7-get-1-free. Expires: Sept. 30.

PHILIPS
Label's catalog is available on a 1-free-for-every-9-purchased deal. No termination date has been set.

PRESTIGE
Buy-7-get-1-free. Expires: Sept. 30.

PRESTIGE INT'L
Buy-7-get-1-free. Expires: Sept. 30.

REQUEST
LP catalog available on a buy-10-get-2-free basis. Described as a limited-time offer.

ROULETTE
Entire LP catalog, including Tico and Roost LP's, at 15% discount. No termination date has been set.

SONODOR
A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY
Over 100 LP's in the label's catalog offered to dealers on a three-free-for-every-ten-purchased deal. Expires: August 30.

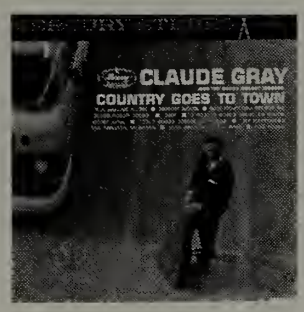
SUN
Buy 10 LP's of one selection and receive 2 free. Expires: Aug. 16.

Everything's Coming Up "Roses"

MIAMI BEACH—Pictured poolside at the Americana Hotel, during Columbia's sales meet, are Epic songster Bobby Vinton and Columbia president Goddard Lieberson. Center of the happy discussion was Bobby's tremendous success with "Roses Are Red," which has been topping the Cash Box charts during the past few weeks.

Cash Box ALBUM REVIEWS

"THE McGUIRE SISTERS SING SONGS EVERYBODY KNOWS"—Coral CRL 757415
The McGuire Sisters come on strong with their honied harmony on this top-flight package of oldies and newies. The gals' arrangements are mellow, their delivery smooth, and the tunes are melodic delights. Some highly listenable bands here are "Make Someone Happy," "Little Things Mean A Lot," and "I Really Don't Want To Know." Set could pull coin for the trio.



"COUNTRY GOES TO TOWN"—Claude Gray—Mercury SR 60718
The deep-voiced chanter lends his talents to a collection of pop standards and gives them an enjoyable country flavor. Effective backing by guitar, piano, rhythm section and a good vocal group add a bit of sophistication to the songster's efforts. Gray's delivery is warm and intimate as he surveys "Mona Lisa," "The Twelfth Of Never," and "Why Don't You Believe Me." Country buffs will like this set.

"MEMORIES OF MARIA"—Jerry Byrd—Monument M4008
The steel guitarist tags this LP after his recent best-selling single and adds to it a bevy of beautiful ballads. Byrd effectively makes a solo instrument of the steel guitar, and his fronting with full orchestra is lush sounding. Top tracks are "Orchids In The Moonlight," "Golden Earrings," and "Harbor Lights." His recent singles success could encourage album sales.

"THE VERY BEST OF STEVE LAWRENCE"—United Artists UAL 3190
The warm, vibrant voice of Steve Lawrence is at its very best on this LP outing which boasts some of the chanter's best sellers coupled with a fine selection of oldies. The songster launches the session with his past biggie "Portrait Of My Love" and includes "Begin The Beguine" and "Second Time Around." Cut during his affiliation with UA, disk offers prime material for spinners and Lawrence fans.

"AMORI D'ALTRI TEMPI"—Emilio Pericoli—Vesuvius LP 4404
Emilio Pericoli, a comparative newcomer to the American scene, is still bagging coin and making friends with his chart-riding "Al Di La." On this set from Vesuvius the soft-voiced singer of romantic ballads gives feelingful readings of sixteen love songs of his native Italy. His voice is emotional without being schmaltzy, and his delivery straightforward as he essays "Scettico Blues," "Ciondolo D'Oro," and "Capinera." Pleasant wax.

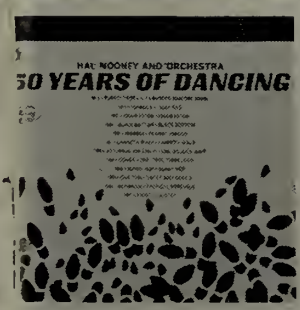
"THE VERY BEST OF EYDIE GORME"—United Artists UAL 3189
The power-packed thrush sings her way through a set of evergreens with her usual verve and artistry on this set made during her time with United Artists. Eydie gives full-voiced treatments of "Granada" and "You'll Never Know," and slips easily into tender and soulful readings of "I Don't Know Why" and "The Nearness Of You." Disk is one of her best and should appeal to her legion of admirers.

"HUGO WINTERHALTER GOES . . . CONTINENTAL"—RCA Victor LPM-2482
This latest entry in the "Winterhalter Goes . . ." series finds the orkster playing a set of melodic items from Europe. An augmented string section and lots of brass and tympani add a symphonic quality to such favorites as "A Swedish Rhapsody," "Wonderland By Night," and "Mademoiselle De Paree." First-rate orchestration and lush arrangements make for extra good listening. Stereo version has concert-hall quality.

"THE YOUNG ITALIAN SINGING SENSATION"—Robertino—Kapp KL 1293
Robertino, a young lad from Italy, displays an amazingly gimmick-free vocal style on this his premiere outing for Kapp. Possessing an infectious, warm lyrical quality, Robertino turns in professional readings of "Oh! My Pa-Pa," "La Paloma," and "Torna." If this set is any indication, the songster should have a promising career.

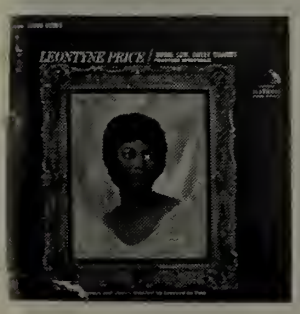
"ALL STAR CAST"—Various Artists—ABC-Paramount ABC 423
Here's a power-package from ABC-Paramount boasting the talents of such stellar performers as Ray Charles, Paul Anka, Steve Lawrence and Ferrante & Teicher. Some stand-out tracks here include "Stella By Starlight" by Ray Charles, and Paul Anka's rendition of "Just Young." Although many of the artists here are no longer with the label, their name value should help spark sales.

"WE SPEAK THE SAME LANGUAGE"—James Shigeta—Choreo A-7
The actor-singer makes his debut on Choreo with this easy to listen to collection of standards. Shigeta kicks things off with a fine Dick Hazard-arranged rendition of "I Saw You Yesterday," which aptly displays his rich, wide-range vocal abilities. The crooner turns in highly listenable versions of "My Ship" and "This Funny World." Impressive showing.



"FIFTY YEARS OF DANCING"—Hal Mooney—Mercury SR 60726
Hal Mooney has come up with an appealing package of dancing music on this new Mercury LP outing. The orkster-arranger spans fifty years of American tastes starting with the turkey trot and ending with a twist. The Mooney crew turn in top-drawer readings of "One O'Clock Jump" (lindy), "Sweet And Gentle" (cha cha cha) and "Tropical Merengue" (merengue). Many terpsichorean delights to be had here.

"THE AIRDALE WALK"—Doug Fowlkes & The Airdales"—Atco 33 145
Although the twist has lost some of its former sales intensity, there is still an almost endless barrage of new twist albums released each month. On this Atco disk Doug Fowlkes and the Airdales offer an extremely danceable bag of hard-driving, rollicking twist items. The group's rousing instrumental talents and vocals make for many terpsichorean delights as they read "Airdale Walk," "Hey Let's Twist" and "I Can't Sit Down."



"SWING LOW, SWEET CHARIOT"—Leontyne Price—RCA Victor LSC-2600
The powerful operatic voice of Leontyne Price is beautifully showcased in this top quality package of spirituals from Victor. The soprano displays a natural, emotion-packed feeling for these deep-roots songs which she delivers in a feelingful, moving manner. Included are "Let Us Break Bread Together On Our Knees," "Were You There," "He's Got The Whole World In His Hands," and "Ride On, King Jesus." The Metropolitan star's host of admirers will want to have this excellent disk.

"IN THE DUCHIN MANNER"—Peter Duchin—Decca DL 74 74291
The pianist, talented and versatile in his own right, is not just a carbon copy of his late father, Eddy Duchin. His style is sophisticated with a free-swinging freshness that is appealing. Backed by his own band, the 88'er is exceptionally good on "You're My Everything," "Too Close For Comfort," "No Strings," and nine other old and new stalwarts. Disk is sure to increase Duchin's stature as a performer.

AMERICA'S # 1
TELEVISION STAR
PERSONALITY
RECORD SALESMAN

JOHNNY
CRAWFORD

Presenting this fabulous new album featuring his new smash single:

"YOUR NOSE IS GONNA GROW"
b/w
"MR. BLUE"
and . . .
"CINDY'S BIRTHDAY"
plus . . .
"MOON RIVER"
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Deals, discounts and programs being offered to dealers and distributors by record manufacturers.

ABC-PARAMOUNT
12½% discount on the entire catalog including new releases. Expires: Sept. 30.

ANGEL
Label's entire catalog of 35 Otto Klemperer LP's offered to dealers on a buy-two-disks-get-one-free basis during August and September.

ARTIA
"Summer Dividend Days"—Distributors and dealers receive a 25% discount on all Artia, Parliament, MK and Supraphon product and a 10% discount on all "World's Greatest Music" series product. Dating terms. Expires: Aug. 31.

ATLANTIC & ATCO
15% discount on the LP catalogs of both labels. 30-60-90 days deferred billing. Expires: Aug. 31.

BETHLEHEM
Three free bonus albums for each ten purchased. Applies only to new LP's. Expires: August 31.

BLUE NOTE
10% discount on catolog. Expires: Aug. 31.

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A six month discount program on all LP's. 12½% discount on any of 80 albums contained in a pre-pack. 90 day dating to qualifying dealers. Expires: Aug. 30.

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Optional discount—two free albums on the purchase of every ten or a 15% straight cash discount. Dated billing with 25% to be paid Sept., Oct., Nov. and Dec. No expiration date has

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All labels marketed by the firm are available on a buy-5-get-1-free basis. No expiration date has been set.

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New LP's, as well as the back catalog of regulsr Liberty-Dolton albums (except Chipmunk) as well as Premier Series product will be available at a 15% cash discount taken off the face of the invoice, on the dealer's entire order which must have a minimum of 15 total LP units. A 100% exchange privilege is also with merchandise exchangeable anytime after February 1. Payment is scheduled for 1/3 Nov. 10, 1/3 Dec. 10, 1/3 Jan. 10, 2% EOM. Expires: Sept. 3.

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A buy-5-get-1-free offer on four LP's by the Orchestra Del Oro. Described as a limited-time-only deal.

STARDAY
Over 100 LP's in the label's catalog offered to dealers on a three-free-for-every-ten-purchased deal. Expires: August 30.

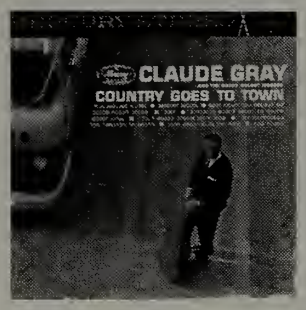
SUN
Buy 10 LP's of one selection and receive 2 free. Expires: Aug. 16.

Everything's Coming Up "Roses"

MIAMI BEACH—Pictured poolside at the Americana Hotel, during Columbia's sales meet, are Epic songster Bobby Vinton and Columbia president Goddard Lieberson. Center of the happy discussion was Bobby's tremendous success with "Roses Are Red," which has been topping the Cash Box charts during the past few weeks.

Cash Box ALBUM REVIEWS

"THE McGUIRE SISTERS SING SONGS EVERYBODY KNOWS"—Coral CRL 757415
The McGuire Sisters come on strong with their honied harmony on this top-flight package of oldies and newies. The gals' arrangements are mellow, their delivery smooth, and the tunes are melodic delights. Some highly listenable bands here are "Make Someone Happy," "Little Things Mean A Lot," and "I Really Don't Want To Know." Set could pull coin for the trio.



"COUNTRY GOES TO TOWN"—Claude Gray—Mercury SR 60718
The deep-voiced chanter lends his talents to a collection of pop standards and gives them an enjoyable country flavor. Effective backing by guitar, piano, rhythm section and a good vocal group add a bit of sophistication to the songster's efforts. Gray's delivery is warm and intimate as he surveys "Mona Lisa," "The Twelfth Of Never," and "Why Don't You Believe Me." Country buffs will like this set.

"MEMORIES OF MARIA"—Jerry Byrd—Monument M4008
The steel guitarist tags this LP after his recent best-selling single and adds to it a bevy of beautiful ballads. Byrd effectively makes a solo instrument of the steel guitar, and his fronting with full orchestra is lush sounding. Top tracks are "Orchids In The Moonlight," "Golden Earrings," and "Harbor Lights." His recent singles success could encourage album sales.

"THE VERY BEST OF STEVE LAWRENCE"—United Artists UAL 3190
The warm, vibrant voice of Steve Lawrence is at its very best on this LP outing which boasts some of the chanter's best sellers coupled with a fine selection of oldies. The songster launches the session with his past biggie "Portrait Of My Love" and includes "Begin The Beguine" and "Second Time Around." Cut during his affiliation with UA, disk offers prime material for spinners and Lawrence fans.

"AMORI D'ALTRI TEMPI"—Emilio Pericoli—Vesuvius LP 4404
Emilio Pericoli, a comparative newcomer to the American scene, is still bagging coin and making friends with his chart-riding "Al Di La." On this set from Vesuvius the soft-voiced singer of romantic ballads gives feelingful readings of sixteen love songs of his native Italy. His voice is emotional without being schmaltzy, and his delivery straightforward as he essays "Scettico Blues," "Ciondolo D'Oro," and "Capinera." Pleasant wax.

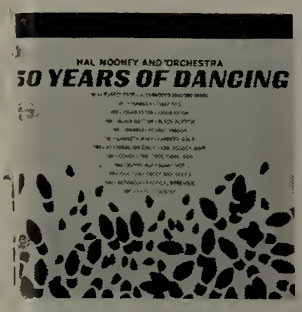
"THE VERY BEST OF EYDIE GORME"—United Artists UAL 3189
The power-packed thrush sings her way through a set of evergreens with her usual verve and artistry on this set made during her time with United Artists. Eydie gives full-voiced treatments of "Granada" and "You'll Never Know," and slips easily into tender and soulful readings of "I Don't Know Why" and "The Nearness Of You." Disk is one of her best and should appeal to her legion of admirers.

"HUGO WINTERHALTER GOES . . . CONTINENTAL"—RCA Victor LPM-2482
This latest entry in the "Winterhalter Goes . . ." series finds the orkster playing a set of melodic items from Europe. An augmented string section and lots of brass and tympani add a symphonic quality to such favorites as "A Swedish Rhapsody," "Wonderland By Night," and "Mademoiselle De Paree." First-rate orchestration and lush arrangements make for extra good listening. Stereo version has concert-hall quality.

"THE YOUNG ITALIAN SINGING SENSATION"—Robertino—Kapp KL 1293
Robertino, a young lad from Italy, displays an amazingly gimmick-free vocal style on this his premiere outing for Kapp. Possessing an infectious, warm lyrical quality, Robertino turns in professional readings of "Oh! My Pa-Pa," "La Paloma," and "Torna." If this set is any indication, the songster should have a promising career.

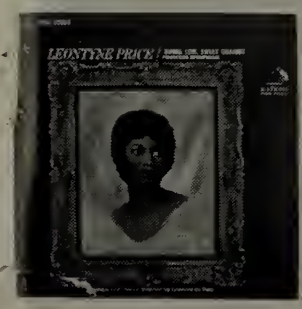
"ALL STAR CAST"—Various Artists—ABC-Paramount ABC 423
Here's a power-package from ABC-Paramount boasting the talents of such stellar performers as Ray Charles, Paul Anka, Steve Lawrence and Ferrante & Teicher. Some stand-out tracks here include "Stella By Starlight" by Ray Charles, and Paul Anka's rendition of "Just Young." Although many of the artists here are no longer with the label, their name value should help spark sales.

"WE SPEAK THE SAME LANGUAGE"—James Shigeta—Choreo A-7
The actor-singer makes his debut on Choreo with this easy to listen to collection of standards. Shigeta kicks things off with a fine Dick Hazard-arranged rendition of "I Saw You Yesterday," which aptly displays his rich, wide-range vocal abilities. The crooner turns in highly listenable versions of "My Ship" and "This Funny World." Impressive showing.



"FIFTY YEARS OF DANCING"—Hal Mooney—Mercury SR 60726
Hal Mooney has come up with an appealing package of dancing music on this new Mercury LP outing. The orkster-arranger spans fifty years of American tastes starting with the turkey trot and ending with a twist. The Mooney crew turn in top-drawer readings of "One O'Clock Jump" (lindy), "Sweet And Gentle" (cha cha cha) and "Tropical Merengue" (merengue). Many terpsichorean delights to be had here.

"THE AIRDALE WALK"—Doug Fowlkes & The Airdales"—Atco 33 145
Although the twist has lost some of its former sales intensity, there is still an almost endless barrage of new twist albums released each month. On this Atco disk Doug Fowlkes and the Airdales offer an extremely danceable bag of hard-driving, rollicking twist items. The group's rousing instrumental talents and vocals make for many terpsichorean delights as they read "Airdale Walk," "Hey Let's Twist" and "I Can't Sit Down."



"SWING LOW, SWEET CHARIOT"—Leontyne Price—RCA Victor LSC-2600
The powerful operatic voice of Leontyne Price is beautifully showcased in this top quality package of spirituals from Victor. The soprano displays a natural, emotion-packed feeling for these deep-roots songs which she delivers in a feelingful, moving manner. Included are "Let Us Break Bread Together On Our Knees," "Were You There," "He's Got The Whole World In His Hands," and "Ride On, King Jesus." The Metropolitan star's host of admirers will want to have this excellent disk.

"IN THE DUCHIN MANNER"—Peter Duchin—Decca DL 74 74291
The pianist, talented and versatile in his own right, is not just a carbon copy of his late father, Eddy Duchin. His style is sophisticated with a free-swinging freshness that is appealing. Backed by his own band, the 88'er is exceptionally good on "You're My Everything," "Too Close For Comfort," "No Strings," and nine other old and new stalwarts. Disk is sure to increase Duchin's stature as a performer.

Cash Box ALBUM REVIEWS

"THE ROMANTIC SOUNDS OF TOOTS THIELEMANS"—MGM E 4014
Backed up by a full orchestra with sweeping violins, soft reeds and piano, Toots Thielemans (a Belgian who began in America with George Shearing) solos expertly on the harmonica in this session of warhorses from some of this country's composing greats. Leading off with "Stairway To The Stars," he includes such goodies as "Love Walked In" and "A Pretty Girl Is Like A Melody." Excellent programming fare and late hours mood companion.

"DIXIELAND"—Pete Fountain—RCA Camden CAL-727
Dixieland jazz with an authentic New Orleans touch is the keynote of this top-rung LP by Pete Fountain on RCA Camden. The clarinetist joins forces with Tony Almerico (trumpeter), Jack Delaney (trombonist), Roy Zimmerman (pianist) and others to come up with some real low-down Dixie. Easy listening bands are "Darktown Strutters' Ball," "Muskrat Ramble," "12th Street Rag," and "Ballin' The Jack." Dixieland buffs and Fountains fans will like this one.

"ORGAN SOUNDS AND PERCUSSION"—Eddie Layton—Mercury PPS 6029
Too often, albums of organ music bow to the more commercial vocal and orchestral LP's because they lack the excitement and color that would make them a buyer's item. This entry by Eddie Layton on Mercury is an exception. The organist is masterful at the console and it reverberates with rhythm and melody in "Sugar Blues," "Ebbtide," and "March Of The Siamese Children." Could be a sleeper in the sales department.

"EVERYBODY'S DOIN' IT"—The Souvenirs—Reprise R-6027
A dozen contemporary rhythms are given an airing by the Souvenirs on this dance package from Reprise. In addition to the popular twist, the watusi, and the mashed potatoes, some new ones included are the roacheroo and the mop. A few rackin' tracks are "(Do) The New Continental," "The Bump," and "The Hully Gully." The disk could get sales action from the rock n' roll enthusiasts.

"SONGS OF PORTUGAL"—Os Bambinos—Request RLP 8046
This unusual offering from Request is devoted to the native melodies and rhythms of Portugal as played by Os Bambinos. The tunes are country and folk-flavored, some of them with pulse-quickening tempos that reflect a Moorish-like quality. Included are "Melodias de Portugal," "Rei Dos Corridinhos," "Ao Senhor Da Serra," and "Rabela Do Douro." LP could evoke response among folk music admirers.

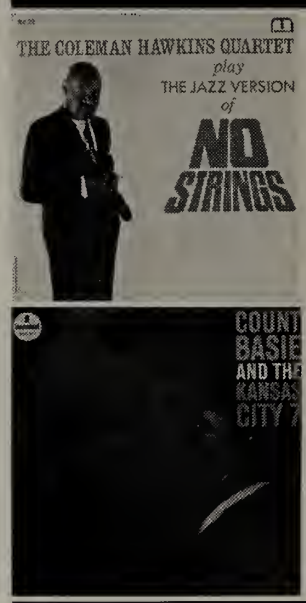
JAZZ PICKS OF THE WEEK

"GREATEST HITS"—Cannonball Adderley—Riverside 9416
The alto artistry of Cannonball Adderley has earned many laurels in the past and this new Riverside outing should win additional praise for the talented jazzman. On this set Adderley dishes up seven potent items, many of which have created pop attention. The wide appeal of the Adderley alto is evidenced in first-rate "soul" arrangements of "This Here," "Work Song" and "African Waltz." Loads of sales potential here.

"MILDRED BAILEY—HER GREATEST PERFORMANCES"—Columbia C3L 22
Mildred Bailey belonged to that select handful of artists known as "jazz singers." Her rich legacy of her recorded efforts is magnificently displayed on this special three-disk set from Columbia. The tunes cover the 1929-46 period and team the jazz lark up with the ork's of Red Norvo, Benny Goodman, Teddy Wilson and Eddie Sauter. A handsome booklet with candid photos and liners by people who knew her well is included in the package. A splendid album.

"BIRD SYMBOLS"—Charlie Parker—Charlie Parker PLP 407
The significance of Charlie Parker to the jazz world was never fully grasped during his lifetime. The Parker diskery, dedicated to the preservation of the "Bird's" sounds, has done a remarkable job in acquainting the public with the impressive efforts of the great alto saxist. This set includes sides cut when Parker was at the top of his profession and features such accomplished sideman as Miles Davis, Erroll Garner and Max Roach. Some first-rate tracks include "Moose The Mooche," "Cool Blues" and "Bird Of Paradise." A collector's item.

"JAZZ MISSION TO MOSCOW"—Various Artists—Colpix CP 433
Here's an all-star jazz package featuring such name artists, as Zoot Sims, Willoe Dennis, Phil Woods, Bill Crow and Mel Lewis in a collection of six Russian-flavored items. The crew, who accompanied Benny Goodman on his recent tour of the Soviet Union, cut this set upon their return. It is apparently why the Russians dug the U.S. jazzmen as they turn in first-rate performances of "Mission To Moscow," "Midnight In Moscow" and "Russian Lullaby." Superior listening enjoyment throughout.



"THE JAZZ VERSION OF NO STRINGS"—Coleman Hawkins—Moodsville 25
Jazz versions of Broadway musicals have become quite popular in recent years. With proper direction they can inject additional dimensions to the original tunes. On this Moodsville set Coleman Hawkins gives exactly the right touch to nine selections from Richard Rodgers' smash vehicle "No Strings." Hawkins' distinctive ballad style on the tenor sax effectively makes jazz statements of "Look No Further," "Maine" and "Be My Host." Set should score with all the artist's many admirers.

"COUNT BASIE AND THE KANSAS CITY 7"—Impulse A 15
Here's an interesting set presenting Count Basie in an off-beat small-band spotlight. The 88'er is given considerably greater freedom here to make his distinctive, personal rhythmic statements. The music is standards and Basie and crew wail effectively on "Oh, Lady Be Good," "Secrets" and "Shoe Shine Boy." One of the most impressive sets that the pianist has cut in quite a while. Disk should appeal to a host of jazzophiles.

CLASSICAL PICKS OF THE WEEK

COPLAND: Applachian Spring; El Salon Mexico; Leonard Bernstein conducting the New York Philharmonic—Columbia MS 6355
Although over fifteen years old Aaron Copland's "Appalachian Spring" has not lost any of its original charm under the professional baton of Leonard Bernstein. The conductor leads the New York Philharmonic Orchestra through the paces of the selection with a firm, traditional approach. The famous "El Salon Mexico" is read with such assurance by the orchestra that it sure to delight a host of classical fans.

VIEUXTEMPS: Concerto No. 5 In A Minor, Op. 37; BRUCH: Scottish Fantasy, Op. 46; Jascha Hiefetz, violin soloist; Sir Malcolm Sargent conducting the New Symphony Orchestra Of London—RCA Victor LSC 2603
Jascha Hiefetz attacks the complex Vieuxtemps concerto with such superior musianship and technique that even the most intricate passages, which require the greatest technical artistry, are made to seem free-flowing. The violinist evidences a firm control and understanding of the music throughout the piece. The disk also includes a first-rate Hiefetz-read performance of Bruch's "Scottish Fantasy." A magnificent classical showing.

BEETHOVEN: Symphony No. 5 in C Minor, "Egmont Overture," Berlin Philharmonic Orchestra, Wilhelm Furtwangler—Deutsche Grammaphon LPM 18 724
Recorded live in 1947, this performance of Beethoven's much-played "Fifth Symphony" and the "Egmont Overture" was conducted by Wilhem Furtwangler, the celebrated German maestro. Schooled in the German Classical-romantic tradition, interprets the composer's two immortal works with authority and a sensitivity that is felt in each movement. This memorable recording by one of the world's fine symphony orchestras merits the attention of all classical devotees.

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Cash Box RECORD RAMBLINGS

NEW YORK:

Canadian-American topper Bernie Lawrence back in town following a successful trek thru the mid-west with newly-signed thrush **Judy Miller**. Bernie reports excellent acceptance, on the distrib and deejay levels, to the gal's bow, "That's What I Call Heartaches." With the Sabina affiliate the big news centers around the **Belmonts'** chart-rising "Come On Little Angel." . . . Latin maestro Tito **Rodriguez** & his band follow their South American tour, which starts in Caracas, 9/11, with a trip to Japan.

All the excitement up at Gene **Malis-Jody Cameron's** Valmor-Empress offices is due to the soaring pop-r&b sales figures on the **Embers'** latest, "Abagail" (Empress). One of the real hot areas, notes Gene, is Pittsburgh (and Fenway distribs).

Congrats to Reprise's **Jay Lasker** & **Harriett** on the 7/21 birth of a baby boy, **Scott**. . . . **Bob Kornheiser** happily notes that he has a pair of instrumental sales-giants in **Bent Fabric's** "Alley Cat" (Atco) and **Booker T. & the MG's** "Green Onions" (Stax).

. . . Bonded topper Dave **Rolnick** excited with the reaction to **Tommy Sena's** Valmont version of the new teen dance craze, the "Wobble."

ABC's Eddie **Thomas** notes from the road that he's plugging away on **Maxine Brown's** "I Kneel At Your Throne" and **Lloyd Price's** "Counterfeit Friends." . . . Press agentte **Joyce Becker**, just back from a 3-month biz trip to Calif., items that she's awfully excited about the chart prospects of **Danny Jordan's** UA session, "Runaround Sue's Getting Married." . . . We hear that because of their success on a recent "Talent Scout" CBS-TV'er, the **Kentones** have had several diskeries after them.

Verve's Shelley Berman, currently out with "A Personal Appearance," does just that on the ABC-TV network, Aug. 14. . . . **Norris** (The Troubador) **Mayhams** (who penned "We'll Build A Bungalow" among others) the co-cleffer of "Jingle Mint Twist" along with Brandes' topper **Therese J. Brandes**. Royalties on the tune, cut by **Sammy Marshall**, will go to accredited charities in the name of the James Dean Fan Club—of which Brandes is prexy.

ROGER WILLIAMS

GEORGIA BROWN

SARAH VAUGHAN

Earl ("The Duke") Glicken, national sales mgr. for Del-Fi and Donna, on a cross-country jaunt in behalf of **Johnny Crawford's** newest single, "You're Nose Is Gonna Grow" and "A Young Man's Fancy" LP, **Bobby Curtola's** "I Cry And Cry" and **Preston Epps'** "Mr. Bongos." . . . Top Ten Music of N.Y.C. (Steve Lewis & Tom Falcone) and Jersey Music of Elizabeth, N.J. (Tom De Cillis), co-publishers of "She Wobbles (All Night Long)," are co-excited about the chart prospects of the tune—which marks the Flamingo bow of the **Four Hits & A Miss**. . . . Bob **Corcoran's** promo-publicity crew is now located at 101 W. 55th St. . . . Ken **Coleman**, former staffer at Goodson & Todman's casting dept., now turned pro singer, has been inked to a mgmt. pact with the Progressive Talent office and begins a 2-week gig at Le Bistro in Atlantic City, starting 8/11.

Glad to see indie promo man Mickey Wallach making the plug rounds once again, following his recent illness. Among his current plugs are the **Wanderers'** "There Is No Greater Love" and **David Rose's** "Brothers Grimm Theme" (both MGM) and Al Casey's "Jivin' Around" (on the UA-distributed Stacy label). . . . **Sarah Vaughan**, who has just completed another package for Roulette, in a 2-week gig at Hollywood's Crescendo—followed by a 3-week'er at the Fairmont in San Francisco. . . . **Sol Winkler** reports that Bill Baker's "To The Aisle" (Audicon) is busting thru in the New England area—especially so in Boston and Hartford. . . . **Joan Berg**, of Congress and Caprice, and Capitol's **Lois Brooks** currently on a tour of Europe—which includes visits to London, Paris, Monte Carlo, Cannes and Nice. . . . **Hilda McDaniels** items that **Dode Greene** has been signed to a Blue Note wax pact and that her initial LP, "My Hour Of Need," has been set for a Sept. release date.

Kapp's promo-man-about-town **Gene Armand** up with hot sales reports on **Babs Tino's** "Forgive Me," **Jack Jones'** "Poetry" and **Little Jo-Ann's** "My Daddy Is President." Gene adds that newcomers that look good are **Roger Williams'** "Niagara Theme" and **Jane Morgan's** "Ask Me To Dance." . . . London's **Paul Robinson** up with a host of platters from the **Anthony Newley**-star'er, "Stop The World"—due here in Oct. Included are **Tony's** and **Mantovani's** "What Kind Of Fool Am I," **Georgia Brown's** "Gonna Build A Mountain" and **Ronnie Aldrich's** "Once In A Lifetime." . . . Portem's **Jerry Ross** sez he's getting heavy airplay on **Chris Montez'** "Let's Dance" (Monogram), the **Bracelets'** "Waddle Waddle" (Congress) and **Lorraine Darlin's** "Long As The Rose Is Red" (Epic). . . . "T.J." **Johnson's** been record-hopping at Cooper Park Center, Roma A.C. Church St. School and St. Catherine's with Rust's **Gloria Dennis**, **Amy's Jay Walker & the Pedestrians**, RCA's **Destineers**, Chelsea's **El Domingos**, Mala's **Ji Auburn**, Gambit's **Ray Fleming**, **Paul Anthony**, Rose 'C's **Linda Chanfer**, Express' **Rickey & the Vacels** and Daryll-Richards Prod.'s **Richie**.

Didja know that this year marks the 90th anniversary of the birth of tenor **Enrico Caruso**—an event to be marked by the annual New York High Fidelity Music Show this Oct. (2-6) at the New York Trade Show Building? One of the salutes will include the activation of a special mechanism by a recording of Caruso's voice which will officially open the doors of the exposition. . . . The Jazz Arts Society has just completed production of its first jazz film, "At Home With Jazz?" Filmed in color at the home of one of the society's sponsors, under the direction of **Amin Q. Chaudhri**, who heads the society's film productions department, the film features the **Mercer Ellington Sextet**, with

(Continued on page 160)

The hits keep turning up on...

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MOONLIGHT GAMBLER

Felsted RECORDS 8648

Burt Farber
(Famous TV Conductor)

WHAT KIND OF FOOL AM I?

Felsted RECORDS 8652

Cynthia Pepper
(Margie)

A FIRST TIME LOVE

Felsted RECORDS 8651

Cash Box RECORD RAMBLINGS

(Continued from page 158)

Hank Edmonds, piano; Herbie Jones, trumpet; Harold Minerve, flute & alto sax; Candy Ross, trombone; Jimmy Schank, bass.

CHICAGO:

Columbia Records introduced its new fall line to the local trade via an all day Open House, Sunday (7/29) in its local distrib's headquarters at 2240 N. Milwaukee Ave. A tremendous turnout of dealers, deejays, press, et al were on hand to view the label's powerful fall product and enjoy the event's "Show Boat" motif, complete with buffet lunch, supper—and mint julips! An added attraction for the kiddies was a well stocked Banana Split Bar. . . . **Hugh Devlin**, back at his Allstate Dist. post after a two week hitch with the Coast Guard Reserves, advised of stepped up activity on "Till There Was You" by **Valjean** (Carlton), "Do You Love Me" by new group, **The Contours**, (Gordy) and **Johnny Crawford's** "Your Nose Is Gonna Grow" (Delfi). . . . Center of excitement at Cosnat Dist. is Jubilee's recently purchased master "Under Cover Of The Night" waxed by **Dave Dudley**. As pointed out by **Ed Walker** and **Paul Baio**, the deck has already achieved top chart status in the Louisiana-Houston-Dallas-San Antonio areas and could go very big nationally. The boys are also mighty pleased with the sales results on "Come Back Into My Heart" by **The Volumes** (Chex), "Over There" by **The Bobettes** (Jubilee) and an item which is catching on in the juke boxes tagged "I'm Crying In My Beer" by **Bobbejaan** (Pallette).

Lovely **Jane Darwyn**, whose latest Ronko outing couples "I'm In A Daze" and "Ready To Go Steady," returns to the Playboy Club for a four weeks engagement. . . . Summit's **Jack White** happily notes that **Peter Paul & Mary**, riding high with their current WB package, have a singles sizzler in just out effort "If I Had A Hammer" (WB); and that **Bobby Vinton** is making his mark in the album picture with Epic LP "Roses Are Red" tagged after his smash single. . . . Glowing reports from Potter Dist. on spiritual effort "Hammer And Nails" by **The Staple Singers** (Riverside) and, in a more pop vein, **David Thorne's** "If You Should Ever Need Me" (Riverside). . . . **Bob Newhart**, doing a bang-up job at Mister Kelly's, could add another to his chain of album winners with latest entry "Button Down Mind On TV." . . . In last week's column the artists on the Columbia waxing of "Five Weeks In A Balloon" should have been the **Brothers Four.**

One of the happiest guys in Chi the past week was Smash's **Charlie Fach** who's celebratin' the fact that **Dickey Lee's** "Patches" deck, after breaking so big in Houston, is now copping "battle of sounds" honors on stations all over the country. This could be one of Smash's all time biggies. . . . Liberty Dist.'s **Harvey Goldstein** tops his list of sellers with **Martin Denny's** "Taste Of Honey," **Gene McDaniels'** "Point Of No Return" and **Vic Dana's** "To Love And Be Loved" (Dolton). Incidentally, Harv will be off the scene for a couple of weeks fulfilling his annual Army Reserve stretch.

One-derful Records' topper **George Leaner**, enjoying much success with his very fine workshop facilities for studio auditioning of talent and on location recording, advised that the label's current entry "The Flea" was waxed remote from a southside twistery and is really catching on with the teens. . . . **Julie London** is slated for an upcoming date at Mister Kelly's. . . . Big news from Big Town: **Kent Beauchamp**, elated over **Jerry Butler's** chart progress with "Make It Easy On Yourself" (Vee-Jay), is predicting much of the same for movers "The

GENE McDANIELS

FREDDIE HOUSTON

BOBBY BLAND

Birdman" by **The Highwaymen** (UA) and "Venus In Blue Jeans" by **Jimmy Clanton** on the Vee-Jay distributed Ace label. . . . Here's a first: On September 2 WSBC-FM will begin airing a Japanese language radio show, the first of its kind east of the Rockies, featuring recorded folk and classical Japanese music (8-9:00 PM Sundays). . . . Garlen's **Jim Scully** is racin' all over town with the new **Ruth Brown** offering "Mama" on the Phillips label. . . . **Dorothy Donegan** bows at the new Brandy Lounge of the Quid 8/1. . . . With promo man **Marlie Waak** of Midwest Mercury, the big deck to watch is **Damita Jo's** "Tennessee Waltz."

Jack Karey is being highly praised for his efforts as "commentator" of the Grant Park Concert series. . . . Ed Yalowitz of Garmisa has a slew of big ones going for him, namely, "I'm The One" by **Gord Lightfoot** (ABC), "Miracle' by **Frankie Avalon** (Chancellor), "Dance The Loco Motion" by **Teddy Rendazzo** and "There Goes A Girl" by **Terry Noland** (Apt). . . . **Jack Benny** helped swell Ravinia's fund to build a new stage by performing a benefit concert last weekend.

HOLLYWOOD:

A reception and testimonial dinner was held last week at the Ambassador Hotel, honoring **Nat Cole** on his twenty-fifth anniversary in show business. . . . **Hank Levine** set by Dolton Records topper, **Bob Reisdorff** to arrange-conduct single session for **The Fleetwoods**. . . . **Ruth Olay** currently breaking it up at Marshall Edson's Ye Little Club in Beverly Hills. . . . **Pat Vegas'** initial disk for **Bob Bogle's** Unity Records, "That Smile goes into national release on Tuesday. Flip side is "Best Girl In The World," both of which Vegas penned.

Jubilee Records releasing this week a new single by **The Volumes** titled "Come Back Into My Heart" on the Chex label to follow their big disking of "I Love You." . . . Los Angeles City Council has set plans to proclaim August 25 as "Gogi Grant Day" in Los Angeles. The resolution is part of Miss Grant's tenth anniversary in show business. The observance will be climaxed by the singer's appearance at the Hollywood Bowl on the same day. . . . Pianist **George Greely**, under pact to Warner Bros. diskery, signed by producer **Harry Koplan** to handle music director chores on KTTV's, "You're Never Old."

and here is . . .

Jane Darwyn's Theory

"I LOVE YOU SO"

b/w

"LOVE WHERE ARE YOU NOW"

#MG-6990

and

"I'M IN A DAZE"

b/w

"READY TO GO STEADY"

#MG-6995

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Cash Box RECORD RAMBLINGS

Red Baldwin reports a San Diego break-out on "Alley Cat" by Ben Fabric and says disk seems to be following the pattern of Atco's big hit "Stranger On The Shore." . . . Los Angeles composer-conductor Felix Slatkin's 17 year old son, Leonard, has been awarded a musical scholarship at the University of Indiana. . . . Jose Granson, Acama Records prexy has scheduled recording sessions this week for Darla Hood and Zen Fuller. . . . Champ Butler signed to Russ-Fi Records and set to record an album of Christmas Ballads. . . . Lionel Hampton, now appearing at The Flamingo in Las Vegas dedicated his new Glad-Hamp single "Gladys" to his wife Gladys. They've been wed 26 years.

Lori and Lee, teen-age vocalists from Northern Calif., were signed to an exclusive contract by Columbia Records. One of the sides from the duo's first (self-penned) single is titled, "Little Things." . . . The Marathons cut their first two sides for Plaza Records under direction of Dave Axelrod, A & R topper for the label. Vocal group was recently pacted by Harry Weiss, Plaza prexy, to a two-year contract. . . . Jack Jones, Cash Box and Grammy-award winner as most promising vocalist of year, making the dj circuit to plug his new Kapp disk, "Poetry." He's booked into the Cal-Neva Lodge, Reno, in Aug. . . . Choreo Records v.p. Jackie Mills disclosed that label has decided to use top jazz musicians as the instrumentation for the label's first gospel album, which spotlights singer Gene Baker. . . . Kenny Dino's latest for Musicor, "What Good Are Dreams," currently hitting charts in Southern Calif.

Jerry Lanning, son of Roberta Sherwood, signed by Liberty's Snuffy Garrett to a recording contract. Youngster is currently making his legit debut in "Desert Song" at Sacramento's Music Circus. . . . Bobby Vinton's latest single "Roses Are Red" hit a million, marking the first gold disk for Epic Records. . . . KC Records has acquired rights to Don Gardner-Dee Dee Ford's newest single titled "Glory Of Love," which is scheduled for immediate release. . . . "Big" Miller, Columbia Records artist, has recorded jazz critic Leonard Feather's newest tune, "A Whole Lot Of Woman." . . . John Dara has returned from the East to launch promotion on "Bonnaville Stomp," new instrumental by the Bonnavills on Q.M. label.

HERE AND THERE:

PHILADELPHIA—Fran Murphy, of Ed Barsky's place, infos that the big new singles there include Smitty Williams' "The Cure" (MGM), the Wanderer Three's "Cry I Do" (Dolton) and Gene McDaniels' "Point Of No Return" (Liberty). Fran adds that Si Zentner's been breaking it up at the Steel Pier and that David Rose has been getting great reaction to both sides of his MGM newie, "Wonderful World Of The Brothers Grimm" and "Black And Tan Fantasy." . . . Happening with Joe Balzell, promo mgr. at David Rosen distribs, are Etta James' "Stop The Wedding" (Argo), Dorsey Burnette's "The Boys Kept Hanging Around" (Reprise), Nancy Sinatra's "June, July And August" (Reprise), the Pyramids' "I'm The Playboy" (Cub) and the Corsairs' "Dancing Shadows" (Tuff). . . . Free-lance promo man Ed Cotlar has been signed as adviser and consultant in the area for the newly-formed Brandes Records—owned by Therese J. Brandes and operated by N. B. Mayhams.

Saul Lampert happily informs that his distrib will now be handling the Duke-Peacock lines, currently blazing away with Bobby Bland's "Yield Not To Temptation" (Duke). Saul adds that he's also going great guns with two Goldie Records—the Profiles' "Watusi Wobble" and the Hollywood Flames' "Elizabeth" and Sue's Barbara George—with "Send For Me" and Baby Washington's "Handful Of Memories"—and Elmore Morris' "It Seemed Like Heaven To Me" (on the Sue-distributed Crackerjack label).

3 Sons topper Frank Di Leo lining up national distribs for the diskery's bow, "The Mepri Stomp," by the Rocket-Tones. Each disk includes a set of instructions to the dance step. . . . Flying records with Bob Heller include Pat Lundy's "Play It Again" and Freddie Houston's "Soft Walkin'" (both Toto). Bob, by the way, has just hired pretty Nikki Marx to handle promo on the Rust, Legrand, Hickory and Circa products. . . . The big new ones with Columbia's Ted Kellem are Marty Robbins' "Devil Woman," Jerry Reed's "Goodnight Irene" and Billy Walker's "Willie The Weeper."

SEATTLE—Sandy Siler of C & C Distributors set a Lawrence Welk week to welcome the maestro to his one-week stand at the Seattle World's Fair July 13 through 20th. Sandy said all stations cooperated, spinning Welk albums and extending greetings to the orchestra.

ST. LOUIS—Telegrams from Sid Carson, Joe's One-Stop, and Harry Brockman, Uptown One-Stop, to the effect that Jerry Reed's "Goodnight Irene" (Columbia) is busting loose in the area.

DODO GREENE

CHAMP BUTLER

NORRIS MAYHAMS

LENOX, MASS.—The August line-up at the Berkshire Music Barn includes the Weavers — 8/3 & 4, Les Brown—8/5, George Shearing—8/9, Olatunji & Co.—8/11, Duke Ellington —8/12, Dave Brubeck — 8/18 & 19, Miriam Makeba—8/25 and Maynard Ferguson—8/26. On Sept. 1 it will be "Cannonball" Adderly and Nancy Wilson and the Modern Jazz Qt. on 2nd.

SALT LAKE CITY — The recent line-up at the Lagoon, notes mgr. Robert Freed includes the Mills Bros., Peter, Paul & Mary, Bill Haley & His Comets, June Christy, Erroll Garner and Nat "King" Cole.

NASHVILLE—Louis Buckley, vet coin machine op, owner of Buckley's Discount Records, operator of the record dept. at Harvey's and topper of the new Buckley label, thrilled with the initial reaction to Jimmy Sweeney's bow, "She Wears My Ring."

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"Half A Chance"
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ERSEL HICKEY

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"Upside Down Love"
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TOP 50 IN R&B LOCATIONS

POS.		LAST WEEK
1	LOCO-MOTION Little Eva (Dimension 1000)	2
2	I CAN'T STOP LOVIN' YOU Ray Charles (ABC Paramount 10330)	1
3	TWIST AND SHOUT Isley Bros. (Wand 124)	4
4	YOU'LL LOSE A GOOD THING Barbara Lynn (Jamie 1220)	3
5	PARTY LIGHTS Claudine Clark (Chancellar 1113)	7
6	BRING IT ON HOME TO ME Sam Cooke (RCA Victor 8036)	B
7	YOU DON'T KNOW ME Ray Charles (ABC-Paramaunt 103S4)	13
8	MAKE IT EASY ON YOURSELF Jerry Butler (VeeJay 451)	9
9	I NEED YOUR LOVIN' Don Gardner & Dee Dee Fard (Fire 508)	5
10	STOP THE WEDDING Etta James (Arga 5418)	17
11	THE WAH-WATUSI Orlans (Cameo 218)	6
12	RINKY DINK Dave "Baby" Cortez (Chess 1829)	16
13	HAVING A PARTY Sam Cooke (RCA Victor 8036)	10
14	DANCIN' PARTY Chubby Checker (Parkway 842)	12
15	THE STRIPPER David Rase (MGM 13064)	11
16	GRAVY (For My Mashed Potatoes) Dee Dee Sharp (Cameo 219)	1S
17	WHAT'S A MATTER BABY Timi Yuro (Liberty S5469)	23
18	CARELESS LOVE Ray Charles (ABC 103S4)	28
19	YIELD NOT TO TEMPTATION Babby Bland (Duke 352)	39
20	BEECHWOOD 4-57B9 Marvelettes (Tamla S4065)	34
21	SNAP YOUR FINGERS Joe Henderson (Todd 1072)	18
22	I DON'T LOVE YOU NO MORE Jimmy Norman (Little Star 113)	19
23	SHOUT AND SHIMMY James Brawn (King 5657)	22
24	GREEN ONIONS Booker T. & MG's (Stax 127)	41
25	I KEEP FORGETTIN' Chuck Jackson (Wand 126)	48
26	JIVIN' AROUND Al Casey (Stacy 936)	26
27	WALK ON THE WILD SIDE Jimmy Smith (Verve 102S5)	20
28	DON'T CRY BABY Aretha Franklin (Columbia 424S6)	29
29	RAMBLIN' ROSE Nat "King" Cole (Capitol 4808)	32
30	YOU BELONG TO ME Duprees (Caed S69)	36
31	LIMBO ROCK Champs (Challenge 9131)	33
32	LITTLE DIANE Dion (Laurie 3134)	31
33	PLAYBOY Marvelettes (Tamla S4060)	14
34	BEACH PARTY King Curtis (Capitol 4788)	38
35	REAP WHAT YOU SOW Billy Stewart (Chess 1820)	44
36	WELCOME HOME BABY Shirelles (Scepter 1234)	24
37	TOO BAD Ben E. King (Atca 6231)	4S
38	YOU BEAT ME TO THE PUNCH Mary Wells (Motown 1032)	—
39	BONGO STOMP Little Joey & Flips (Joy 262)	21
40	BLUES AT MIDNIGHT B. B. King (ABC 10334)	43
41	HE'S MINE Berna-Dean (Imperial S840)	47
42	PALISADES PARK Freddy Cannan (Swan 4106)	27
43	DON'T LIE Ted Taylor (Okeh 71S4)	46
44	HANDFUL OF MEMORIES Baby Washington (Sue 762)	S0
45	LITTLE YOUNG LOVER Impressions (ABC 10328)	30
46	YOU SHOULD'A TREATED ME RIGHT Ike & Tina Turner (Sue 765)	2S 2S
47	ANY DAY NOW Chuck Jackson (Wand 122)	3S
48	WHERE ARE YOU Dinah Washington (Roulette 4424)	40
49	TEAR AFTER TEAR (New Tawn 5067)	49
50	RIGHT STRING BUT THE WRONG YO-YO Dr. Feelgood & Interns (Okeh 7156)	—

TOP 100 ARTISTS

(See Top 100 for titles and labels)

Anthony, Ray 78

8are, 8obby 48
Beach 8oys 85
Belmonts 60
Bilk, Acker 52, 67
8land, Bobby 99
8ooker T & MG's 97
8oone, Pat 8
8raun, 8ob 35
8utler, Jerry 44

Campbell, Glenn 100
Cannon, Freddy 31
Casey, Al 79
Chamberlain, Richard 15
Champs 39
Charles, Ray 10, 18, 61
Checker, Chubby 17
Clark, Claudine 14
Cline, Patsy 68
Cole, Nat 53
Cooke, Sam 24, 30
Cortez, Dave 34
Crawford, Johnny 66, 75

Darin, Bobby 13
Darren, James 59
Dion 16
Dowell, Joe 47
Duprees 51

Eddy, Duane 57

Fabares, Shelley 65
Fabric, Bent 64
Fisher, Toni 72
Francis, Connie 25, 89

Gardner, Don & Dee Dee Ford 19
Goodman, Dickie 55

Henderson, Joe 49
Highwaymen 82
Hodges, Eddie 21
Hyland, 8rian 6

Isley 8ros. 9
Ives, 8url 28

Jackson, Chuck 95
James, Etta 45
Jamies 58

King, 8en E. 98
King, Claude 12

LaBelle, Patty & 8lue Belles 92
Lee, 8renda 23, 42
Little Eva 3
Little Jo Ann 81
Little Joey & Flips 50
Lynn, 8arbara 7

Maharis, George 76
McDaniels, Gene 94
Majors 87
Marvelettes 62, 73
Montez, Chris 77

Nelson, Rick 71
Norman, Jimmy 43

Orbison, Roy .....
Orlons 5

Page, Patti 90
Pericoli, Emilio 33
Peter, Paul & Mary 100
Presley, Elvis 20, 74

Riddle, Nelson 40
Rivingtons 83
Robbins, Marty 32
Roe, Tommy 22
Roman, Dick 91
Rose, David 11
Rydell, Bobby 46

Scott, Linda 54
Sedaka, Neil 1
Sharp, Dee Dee 26
Shirelles 38
Smith, Jimmy 56
Sommers, Joanie 27
Springfields 69
Stevens, Connie 96
Stevens, Ray 4
Stewart, 8illy 70

Thompson, Sue 41
Tillotson, Johnny 37, 86

Vaughn, 8illy 36
Ventures 100
Vinton, 8obby 2

Washington, Dinah 63
Welk, Lawrence 93
Wells, Mary 84
Williams, Andy 67
Wilson, Jackie 80

Yuro, Timi 29

The above feature is designed as an aid to retailers who have requested such a list to help them locate hot singles when consumers ask for them by artist name.

CASH BOX TOP 100's PUBLISHERS

(Top 100 titles listed Alphabetically see card for artist and label credit)

ABOVE THE STARS 52
(LeVan—ASCAP)
AHAB THE ARAB 4
(Lowery—BMI)
AL DI LA 33
(Witmark—ASCAP)
ALLEY CAT 64
(Metorion—BMI)
A SWINGIN' SAFARI 36
(Roosevelt—BMI)
*A TASTE OF HONEY 88
(Songfest—ASCAP)
A WONDERFUL DREAM 87
(Travis & Written—BMI)

BABY ELEPHANT WALK 93
(Famous Music Inc.—ASCAP)
BALLAD OF PALADIN 57
(Time—BMI)
BEACHWOOD 4-5789 73
(Jobete—BMI)
BEN CRAZY 55
(RX—BMI)
*BIGGEST SIN 89
(Francom—BMI)
BIRD MAN 82
(United Artists—ASCAP)
BONGO STOMP 50
(Drury Lane—BMI)
*BOYS' NIGHT OUT 90
(Miller—ASCAP)
BREAKING UP IS HARD TO DO .. 1
(Aldon—BMI)
BRING IT ON HOME TO ME 24
(Kags—BMI)

CARELESS LOVE 61
(Tangerine—BMI)
CINDY'S BIRTHDAY 66
(Maravilla—BMI)
COME ON LITTLE ANGEL 60
(Glenden—ASCAP)

DANCIN' PARTY 17
(Kalmann—ASCAP)
DEVIL WOMAN 32
(Marty's—BMI)

(Girls, Girls, Girls) MADE FOR LOVE 21
(Acuff-Rose—BMI)
GRAVY FOR MY MASHED POTATOES 26
(Kalmann—BMI)
*GREEN ONIONS 97
(East—BMI)

HAVE A GOOD TIME 41
(Acuff-Rose—BMI)
HAVING A PARTY 30
(Kags—BMI)
HEART IN HAND 23
(Metric—BMI)

I CAN'T STOP LOVING YOU 10
(Acuff-Rose BMI)
I DON'T LOVE YOU NO MORE ... 43
(Hidle—BMI)
*IF I HAD A HAMMER 100
(Ludlow—BMI)
I JUST CAN'T HELP IT 80
(Pearl—BMI)
*I KEEP FORGETTIN' 95
(Trio—BMI)
I NEED YOUR LOVIN' 19
(Fast & Pete—BMI)
I'LL NEVER DANCE AGAIN 46
(Aldon—BMI)
IT KEEPS RIGHT ON A-HURTIN' .. 37
(Tanridge BMI)
IT STARTED ALL OVER AGAIN ... 42
(Aldon—BMI)

JIVIN' AROUND 79
(Reese—BMI)
JOHNNY GET ANGRY 27
(Tod—ASCAP)
JOHNNY LOVES ME 65
(Aldon—BMI)
JUST TELL HER JIM SAID HELLO . 74
(Elvis Presley—BMI)

LET'S DANCE 77
(Rondel & Sherman—ASCAP)
LIMBO ROCK 39
(Western & Bel-Air—BMI)
LITTLE DIANE 16
(Disal—ASCAP)
LITTLE RED RENTED ROWBOAT .. 47
(Herb Reis—BMI)
LOCO-MOTION 3
(Aldon—BMI)
*LOLITA YA YA 100
(Chappell—ASCAP)
LOVE ME AS I LOVE YOU 76
(Marielle—BMI)

MAKE IT EASY ON YOURSELF ... 44
(Famous—ASCAP)
MARY'S LITTLE LAMB 59
(Aldon—BMI)
MR. IN-BETWEEN 28
(Pamper—BMI)
*MR. SONGWRITER 96
(Gil—BMI)
MY DADDY IS PRESIDENT 81
(Gretavic—ASCAP)

NEVER IN A MILLION YEARS 54
(Robbins—ASCAP)

PALISADES PARK 31
(Claridge—ASCAP)
PAPA-OOM-MOW-MOW 83
(Beechwood—ASCAP)
PARTY LIGHTS 14
(RamBed—BMI)
PLAYBOY 62
(Jobete—BMI)
*POINT OF NO RETURN 94
(Aldon—BMI)

RAMBLIN' ROSE 53
(Comet—ASCAP)
REAP WHAT YOU SOW 70
(Arc—BMI)
RINKY DINK 34
(Arc Cortez Minny—BMI)
ROSES ARE RED 2
(Lyle Music—ASCAP)
*ROUTE 66, THEME 40
(Gower—BMI)

SEALED WITH A KISS 6
(Post—ASCAP)
*SEND ME THE PILLOW YOU DREAM ON 86
(Four Star Sales—BMI)
SHAME ON ME 48
(Western Hills, Lois, Saran—BMI)
SHE'S NOT YOU 20
(Elvis Presley—BMI)
SHIELA 22
(Eger, Nitetime—BMI)
SILVER THREADS AND GOLDEN NEEDLES 69
(Central Songs—BMI)
SNAP YOUR FINGERS 49
(Cigma—BMI)
SO WRONG 68
(Cedarwood—BMI)
SPEEDY GONZALES 8
(Budd—ASCAP)
STOP THE WEDDING 45
(Figure—BMI)
STRANGER ON THE SHORE 67
(Melin BMI)
STRIPPER 11
(David Rose—ASCAP)
*SUMMER PLACE, THEME 91
(Witmark & Sons—ASCAP)
SUMMERTIME, SUMMERTIME 58
(Roxbury—ASCAP)
SURFIN' SAFARI 85
(Guild—ASCAP)

TEAR AFTER TEAR 92
(Sixty-Six—BMI)
*TEEN AGE IDOL 71
(Nelson—ASCAP)
THINGS 13
(Adaris—BMI)
THREE STARS WILL SHINE TONIGHT (Dr. Kildare Theme) .. 15
(Robbins Ltd.—PRS)
TOO BAD 98
(Progressive & Milkyway—ASCAP)
*TOO LATE TO WORRY 100
(American—BMI)
'TIL DEATH DO US PART 35
(Karolyn—ASCAP)
TWIST AND SHOUT 9
(Mellin—BMI)

VACATION 25
(Merna—BMI)

*WAH-WATUSI 5
(Kalmann-Lowe—ASCAP)
WALK ON THE WILD SIDE 56
(Columbia Pictures—ASCAP)
WELCOME HOME BABY 38
(Loudix—BMI)
WEST OF THE WALL 72
(Music Productions—ASCAP)
WHAT'S A MATTER BABY 29
(Eden—BMI)
WHERE ARE YOU 63
(Leo Feist—ASCAP)
WOLVERTON MOUNTAIN 12
(Painted Desert—BMI)
WORRIED MIND 78
(Peer—BMI)

*YIELD NOT TO TEMPTATION ... 99
(Don—BMI)
*YOU BEAT ME TO THE PUNCH .. 84
(Jobete—BMI)
YOU BELONG TO ME 51
(Ridgeway—BMI)
YOU DON'T KNOW ME 18
(Hill & Range—BMI)
YOU'LL LOSE A GOOD THING ... 7
(Crazy Cajun & Jamie—BMI)
YOUR NOSE IS GONNA GROW ... 75
(Maravilla—BMI)

*Asterisk indicates first appearance on Top 100

BABY WASHINGTON
"A HANDFUL OF MEMORIES"
Sue 767

BARBARA GEORGE
"SEND FOR ME IF YOU NEED SOME LOVIN'"
Sue 766

ELMORE MORRIS
"SEEMED LIKE HEAVEN TO ME"
Crackerjack 4006

JIMMY MERRITT
"I'LL FORGET ABOUT YOU"
Crackerjack 4007

6 BIG ALBUMS FOR BIGGER SALES

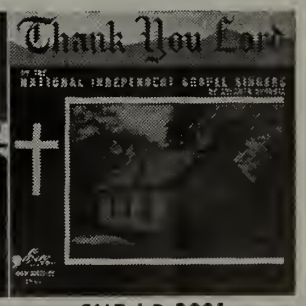
A.F.O. LP-5001

SUE LP-2003

SUE LP-2001

SUE LP-2002

SUE LP-1011



SUE LP-3001

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Cash Box JUKE BOX OPS' RECORD GUIDE

ACTIVE with OPS

(Selections NOT on Cash Box Top 100 reported going strongly with ops.)

HEAVENLY LOVE
Ikettes (Atco 6232)

I'M TOSSIN' AND TURNIN' AGAIN
Bobby Lewis (Beltone 2023)

JUMPIN' THE BLUES/ONE O'CLOCK JUMP
Jimmy Smith (Blue Note 1820)

YOU'LL NEVER KNOW
Jerry Wallace (Challenge 91S2)

SILLY BOY
I TOLD THE STARS
Lettermen (Capitol 4810)

RHYTHM SING-A-LONG MITCH MILLER PACK (5 Singles)
(Columbia MM 5)

DON'T WORRY 'BOUT ME AND NOW
Vincent Edwards (Decca 31413)

OUR FAVORITE MELODIES
Gary Criss (Diamond 114)

RIGHT STRING, WRONG YO YO
Dr. Feelgood (Epic 71S6)

I'M CLIMBIN' (THE WALL)
Adam Wade (Epic 9521)

AT THE EDGE OF TEARS
Tony Orlando (Epic 9519)

OH! WHAT IT SEEMED TO BE
Castells (Era 3083)

OPERATORS' SPECIAL (5 Singles)
Seymour & His Magic Trumpet (Heartbeat)

SO WHAT
BLUES FOR RED BOY
Bill Black's Combo (Hi 2055)

NOTHING NEW/
DANCE WITH MR. DOMINO
Fats Domino (Imperial 5863)

ALL NIGHT LONG
Sandy Nelson (Imperial 5860)

BE KIND
Ronnie & Hi-Lites (Joy 265)

OVER THERE
Bobettes (Jubilee S427)

FORGIVE ME
Babs Tino (Kapp 472)

HOUDINI
Walter Brennan (Liberty S5477)

POETRY
Jack Jones (Kapp 477)

AM I BLUE
Dinah Washington (Mercury 72015)

TENNESSEE WALTZ
Damita Jo (Mercury 72019)

HULLY GULLY BABY
Dovells (Parkway 845)

MAMA, HE TREATS YOUR DAUGHTER MEAN
Ruth Brown (Philips 40056)

HE HIT ME
Crystals (Philles 105)

EVERY NIGHT
Paul Anka (RCA Victor 8068)

WHAT KIND OF LOVE IS THIS
Joey Dee (Roulette 4438)

DOWN ON THE BEACH
Ernie Maresca (Seville 119)

YOU SHOULDA TREATED ME RIGHT
Ike & Tina Turner (Sue 765)

TILL THERE WAS YOU
Valjean (Carlton 576)

NEW ADDITIONS to TOP 100

71—TEENAGE IDOL
Rick Nelson (Imperial 5864)

84—YOU BEAT ME TO THE PUNCH
Mary Wells (Motown 1032)

86—SEND ME THE PILLOW YOU DREAM ON
Johnny Tillotson (Cadence 1424)

88—A TASTE OF HONEY
Martin Denny (Liberty 55470)
Eddie Cano (Reprise 20075)
Victor Feldman (Infinity 020)
Quincy Jones (Mercury 72012)

89—THE BIGGEST SIN
Connie Francis (MGM 13087)

94—POINT OF NO RETURN
Gene McDaniels (Liberty 55480)

95—I KEEP FORGETTIN'
Chuck Jackson (Wand 126)

96—MR. SONGWRITER
Connie Stevens (Warner Bros. 5289)

97—GREEN ONIONS
Booker T. & MG's (Stax 127)

99—YIELD NOT TO TEMPTATION
Bobby Bland (Duke 352)

100—IF I HAD A HAMMER
Peter, Paul & Mary (Warner Bros. 5296)

100—TOO LATE TO WORRY
Glen Campbell (Capitol 4783)

100—LOLITA YA YA
Ventures (Dolton 60)
Sue Lyon (MGM 13067)
Nelson Riddle (Capitol 4741)

AIMED AT OPS

HEARTBEAT

SAM PORFIRIO QT.
"My Funny Valentine"
"I Love Paris"
(Heartbeat 12)

ART WALUNAS
"Seven Beers With The Wrong Waman"
"Dutch Boy Palka"
(Heartbeat 16)

HAROLD TURNER
"Twilight Time"
"Sunrise Serenade"
(Heartbeat 17)

BENNY STRONG
"That Certain Party"
"You're Ganna Be Sorry"
(Heartbeat 15)

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"3 FOR THE MONEY"

(MIDSUMMER SALES PLAN)

Starring

CP 428 / SCP 428

LOVE AMONG THE YOUNG

James Darren — Hello Young Lovers; Too Young; You Make Me Feel So Young; Young At Heart.

CP 433 / SCP 433

JAZZ MISSION TO MOSCOW
Various Artists—

This should be a big one for the label. The set comes hard on the heels of wide press coverage and controversy. The band is composed of musicians that toured Russia with Benny Goodman, and top flight men they are too. The album showcases the first-class soloists playing arrangements by Al Cohn that are touched with excitement and humor. Zoot Sims, Phil Woods, Willie Dennis, Markie Markowitz, Gene Allen and Eddie Costa all come in for kudos. The tunes out of the B. G. book, are refreshingly charted by Cohn: "Midnight in Moscow," "Mission to Moscow," "Let's Dance" and "Russian Lullaby" are top tracks.

CP 427 / SCP 427

THE WILDEST MUSIC FROM THE WILDEST PARTY EVER FILMED

Music from The Motion Picture "The Interns" — A Robert Cohn Production.

Featuring

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★ **DATING** . . . . . 30-60-90 DAYS*

EXTRA ADDED ATTRACTION

CHARTED ON BILLBOARD'S BEST SELLER LIST

"SHELLEY!"—Shelley Fabares—Colpix CP 426—The young TV star, turned thrush, has had two straight singles hits and here's a neat helping of her easy listening vocalizing. Her soft, sweet-voiced thrushing is neatly applied, with choral assist, to such fine tunes as "Picnic," "Love Letters," "Hi Lilli-Hi Lo," etc. There's also effective use of dual-tracking. Package can do plenty of business.

"SHELLEY!"—Shelley Fabares—Colpix CP 426—Teen fans of Shelley Fabares should come out quickly for this hot album featuring the young lark rendering in addition to her recent #1 out of "Johnny Angel" ten other popular tunes with superb range and pitch. Stu Phillips has come up with some first-class arrangements for the thrush who proves that she has an original, feelingful vocal style on this set. She belts out "Love Letters," "True Love" and "Funny Face" with winning authority. The LP has enough built-in success ingredients to reach the upper reaches of chartdom real fast.

CP 426 / SCP 426

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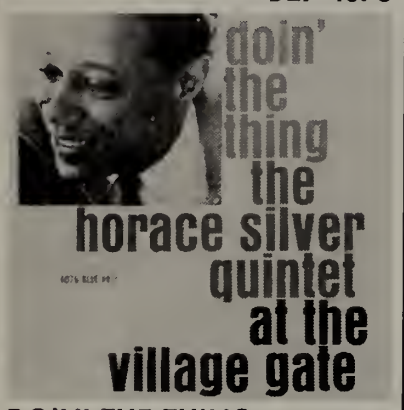
THE BIG SOUNDS
ARE ON BLUE NOTE

MIDNIGHT SPECIAL
JIMMY SMITH
BLP 4078



DOIN' THE THING
HORACE SILVER
BLP 4076

MOSAIC
ART BLAKEY
AND THE JAZZ MESSENGERS
BLP 4090

HERE WE COME
THE THREE SOUNDS
BLP 4088

COMPLETE CATALOG ON REQUEST

BLUE NOTE
43 W 61st St. New York 23, N. Y.

BIOS

Dion

Dion, who is currently riding high on the charts with "Little Diane." could have one of the biggest hits in his career as a solo performer. Previously he scored with "Runaround Sue" and "The Wanderer."

Dion's career has had many stages. Originally a single act, he was teamed with a group called the Timberlanes on the Mohawk label. Laurie then signed him and teamed him as lead singer with the Belmonts. This association produced such hits as "Teenager In Love," "I Wonder Why," "Where Or When" and "No One Knows."

When the group split, each going their separate disk ways, Dion came through as a solo with "Lonely Teenager." Later he extended his activities to include nitery work, earning plaudits for his club debut at New York's International.

He was born Dion DiMucci in The Bronx, New York, attended Theodore Roosevelt High School there and now lives with his parents and two younger sisters in Westchester County.

Eddie Hodges

Eddie Hodges' story is short in years but long in experience. Born on March 5, 1947 in Hattiesburgh, Miss., Eddie no sooner left kindergarten when he moved with his family to New York and immediately began his show biz career by winning an audition for the Jackie Gleason show. That was in 1953. Guest shots on other major TV shows followed. Then came the big break—an important role in the Meredith Willson Broadway musical, "Music Man"—which endeared the youngster to the entertainment world. After playing 405 performances (the show ran much longer), Eddie left to play Frank Sinatra's son in the film, "Hole In The Head," participating with Frank in the hit record from the film, "High Hopes." Then Eddie played "Huckleberry Finn" in the movie of that name, and then returned to Broadway in "Critic's Choice."

Cadence Records inked him last year and he quickly scored with "I'm Gonna Knock On Your Door." Currently, he is riding the charts with "(Girls, Girls, Girls) Made To Love."

Cash Box PLATTER SPINNER PATTER

An interesting development in broadcasting, which could have significant industry-wide implications came last week from the Twin City market. WMIN-St. Paul launched a new concept in radio when they dropped all music programming and began broadcasting nothing but news. The station now has a continuous all-news format from 6:00 AM to midnight. WMIN is the only station in the U.S. with an all-news format. The outlet broadcasts international, national and local news along with special on-the-spot reports from wherever the news is made.

Lin Renfrew recently interviewed chanter **Gene McDaniels** for an Armed Forces radio show which was aired last week. The two have been good friends since 1957 when McDaniels worked at a jazz club.

John F. Box, Jr., manager of WIL-St. Louis, announced last week that companion station WIL-FM took to the airwaves. The new facility operates with 38,000 watts of radiated power. The station is the only St. Louis FM outlet to broadcast 24 hours a day, seven days a week.

Listeners to WHIH-Norfolk have a chance to win a "tropical paradise" in fact, their choice of "paradises." New audience contest will award winner a choice between a developed building lot near Florida's Gulf Coast, or a larger Ranchette investment tract near Daytona Beach. Winner will be the listener first identifying the location of mythical golden key that opens the door to the "tropical paradise." Clues to its location are broadcast hourly on the station. The contest is preluded with teaser spots billboarding the WHIH "tropical paradise," identifying it with a permanent summer of fun for station listeners.

Congrats are in order to WXYZ-Detroit's **Fred Wolf** who recently marked his twelfth year as the station's wake-up personality. A special anniversary program was aired in which the spinner spotlighted all the music he featured during his first year with WXYZ.

WWDC-Washington's current good will promotional campaign, known as "wonderful things happen to people who listen to WWDC," has taken a romantic twist. Last week the station played cupid by offering to pay for all marriage licenses issued throughout the greater Washington area. Only requirement was for applicants to send station a receipt, or a copy of license, or some other proof of performance. **Irv Lichtenstein**, WWDC veep, tried to have the court clerks bill the station direct, but the clerks said that they wouldn't go in for any "cooing and billing" system. WWDC turned down one listener who wanted to know if station would help pay for his divorce.

WGLI-New York deejay **Joe Columbo** is planning a summer spectacular record hop on August 17th starring **Ersel Hickey, Linda Chanfer** and other wax stars.

Finalist in the teen quartet talent search to be conducted by KYW-Cleveland personality **Jim Stagg** will be judged by **Meredith Willson**, creator of "The Music Man." The winning quartet will win a special audition for Warner Bros. Records. The talent search is being conducted by the station in co-operation with Warner Bros. Pictures, as part of a cross-promotion for Stagg and the soon-to-be-released flick, "The Music Man." The contest is based on the updating of the involvement of a barbershop quartet in the story. All vocal quartets composed entirely of teens (13 through 19 years of age) are eligible to participate. Each will prepare a modern presentation of a selection of their choosing from the score of the film. Entrants will be narrowed down to five for final judging by Willson.

Vet cleffer **Jimmy McHugh** recently guested on **Paul Compton's** KHJ-Hollywood one-hour interview stanza plugging his tunes and telling of his career. The spinner also spotlighted recordings penned by McHugh.

John Bennett, WNNJ-Newton, New Jersey spinner and program director, invites new performers and groups wishing to promote their records to go on one of his record hops held every Wednesday night in Lake Mohawk, N. J.

The impact of WSAI-Cincinnati on the city of Hamilton, which is 24 miles away, was very much in evidence recently when the station's "nutty nine" baseball team met the Hamilton Police Department team in a benefit game at Ford's Park. More than 7,400 people jammed the park to see the WSAI team, made up of air personalities and staff members, defeat the "law" by a score of 13-11.

Nat "King" Cole and his musical revue is coming to Salt Lake and Lagoon the first week in August. So, the wheels of promotion at KALL-Salt Lake City went to work and came up with a Nat "King" Cole day. On July 28th nothing but Cole records were played all day. The artist's LP's were given away every hour as were special reserved sets at the Lagoon concert. KALL advertised the occasion in newspapers and TV spots.

VITAL STATISTICS:

Mark Olds, formerly program manager of WNEW-New York, has been named general manager of WINS-New York. . . . **Bob Brees** is now spinning 'em on WINS. Another new member of the WINS staff is Clay Cole, formerly host of WNTA-TV-Newark's "Record Wagon." . . . **William Paine** exits the news department of WCKR-Miami to join WIP-Philadelphia in a similar spot. . . . **Bill Clark** given the green light as program director of WGKV-Charleston, W. Va. Clark previously held the program director chair on WTKM-Hartford. . . . **Hal Raymond** exits his spot as KAYO-Seattle program director to take over the program director duties on KBOX-Dallas.

LOOKING AHEAD

A compilation, in order of strength, of up and coming records showing signs of breaking into The Cash Box Top 100. List is compiled from retail outlets.

1 **HULLY GULLY BABY**
Dovells (Parkway 845)

2 **I LOVE THE WAY YOU ARE**
Bobby Vinton (Diamond 121)

3 **POOR LITTLE PUPPET**
Cathy Carroll (Warner Bros. 5284)

4 **SO WHAT**
Bill Black's Combo (Hi 2055)

5 **SILLY BOY**
Lettermen (Capitol 4810)

6 **THERE IS NO GREATER LOVE**
Wanderers (MGM 13082)

7 **HE HIT ME**
Crystals (Philles 10S)

8 **HOUDINI**
Walter Brennan (Liberty SS477)

9 **I WANNA BE LOVED/AM I BLUE**
Dinah Washington (Mercury 7201S)

10 **DOWN AT THE BEACH/ MARY JANE**
Ernie Maresca (Seville 118)

11 **BEACH PARTY**
King Curtis (Capitol 4788)

12 **EVERY NIGHT (WITHOUT YOU)**
Paul Anka (RCA 8068)

13 **COME ON BABY**
Bruce Channel (Smash 1769)

14 **THEME FROM HATARI**
Henry Mancini (RCA Victor 8037)

15 **A MIRACLE/DON'T LET ME STAND IN YOUR WAY**
Frankie Avalon (Chancellor 1115)

16 **FORGIVE ME**
Babs Tino (Kapp 472)

17 **OH WHAT IT SEEMED TO BE**
Castells (Era 3083)

18 **SWEET GEORGIA BROWN**
Carroll Bros. (Cameo 221)

19 **I LEFT MY HEART IN SAN FRANCISCO**
Tony Bennett (Columbia 42332)

20 **LOOKING FOR A LOVE**
Valentinos (Sar 132)

21 **HANDFUL OF MEMORIES**
Baby Washington (Sue 762)

22 **SWEET AND LOVELY**
April Stevens & Nino Tempo (Atco 6224)

23 **I'M TOSSIN' AND TURNIN' AGAIN**
Bobby Lewis (Beltone 2023)

24 **THIS IS IT**
Jay & The Americans (United Artists 479)

25 **SHOUT AND SHIMMY**
James Brown (Kay 5657)

26 **VENUS IN BLUE JEANS**
Jimmy Clanton (Ace 8001)

27 **THE BOYS KEPT HANGIN' AROUND**
Dorsey Burnette (Reprise 20,093)

28 **TENNESSEE WALTZ**
Damita Jo (Mercury 7249)

29 **DON'T BREAK THE HEART THAT LOVES YOU**
Bernie Leighton (Colpix 64S)

30 **PATCHES**
Dicky Lee (Smash 17S8)

31 **SALLY WAS A GOOD OLD GIRL**
Hank Cochran (Liberty SS461)

32 **THREE FOOLS/**
Patti Page (Mercury 72013)

33 **YOU'LL NEVER KNOW**
Jerry Wallace (Challenge 91S2)

34 **POETRY**
Jack Jones (Kapp 477)

35 **SOFT WALKIN'**
Freddie Houston (Toto 101)

36 **WHAT KIND OF LOVE IS THIS**
Joey Dee & Starliters (Roulette 4438)

37 **I'M CLIMBIN' (THE WALL)**
Adam Wade (Epic 9521)

38 **NO ONE WILL EVER KNOW**
Jimmie Rodgers (Dot 16378)

39 **THE CURE**
Smitty Williams (MGM 13083)

40 **SUMMERTIME GUY**
Eddie Rambeau (Swan 4112)

41 **I'LL COME RUNNIN' BACK TO YOU**
Roy Hamilton (Epic 9520)

42 **COME BACK INTO MY HEART**
Volumes (Chex 1005)

43 **TIL THERE WAS YOU**
Valjean (Carlton 576)

44 **YOUR HEART BELONGS TO ME**
Supremes (Motown 1027)

45 **SOFTLY AS I LEAVE YOU**
Matt Monroe (Liberty 55449)

46 **AT THE EDGE OF TEARS**
Tony Orlando (Epic 9519)

47 **I'VE GOT MY EYES ON YOU**
Rick Nelson (Imperial S864)

48 **BROKEN HEART**
Fiestas (Old Town 1122)

49 **WELCOME STRANGER**
Wade Flemon (VeeJay 427)

50 **TO LOVE AND BE LOVED**
Vic Dana (Dolton 58)

LONG AS THE ROSE IS RED 5-9529
the answer to
ROSES ARE RED
FLORRAINE DARLIN

CHILLS 5-9519
TONY ORLANDO

I'M CLIMBIN' (THE WALL) 5-9521
ADAM WADE

LOVE ME AS I LOVE YOU 5-9522
GEORGE MAHARIS

EPIC RECORDS

New Singles Push At Columbia Leads To Staff Realignment

NEW YORK—There has been a major realignment of the singles merchandising and promotion organization at Columbia Records, according to Mort Hoffman, national sales manager.

Hoffman said that the organizational changes were part of a major program to establish the "same sales leadership in the singles market which Columbia has achieved and maintained in the LP market."

The realignment includes the assignment of additional responsibilities to W. Robert Thompson, national promotion manager of pop product; the promotion of Thomas Catalano to the newly established post of singles merchandising manager; and the promotion of David Rosner to succeed Catalano as singles product manager.

Thompson will continue to report to Hoffman, with the additional duties of liaison with national TV and radio outlets. Donald Curry, manager of radio station services, has been reassigned to report to Thompson.

As merchandising manager, Catalano will report to Hoffman for the merchandising of Columbia's singles product as well as for the development and coordination of singles trade advertising. He will also work closely with Thompson in co-ordinating the exposure of the label's large roster of major artists through all forms of national media. Catalano joined Columbia in Aug., 1961, as singles product manager after several years of promotion stints with other diskeries.

As Catalano's successor, Rosner will prepare merchandising communications to the field sales organization. He will report to Catalano and assist him in the development of special merchandising programs. Rosner joined Columbia last April under the label's management services trainee program. Previously, he had been assistant program director at WNTA radio.

Richmond Offers Its "Sound" LP's

NEW YORK—Richmond Records, the budget line division of London Records, has just marketed a regular-priced series of "persuasive stereo" albums.

Made and processed in England, the line bows with 12 LP's. They are: "Standards With A Latin Beat" by Miguelito; Ralph Kennedy's "A Big Band Goes Broadway"; Fred Hartley with "The Twin Pianos Of Fred Hartley"; "Swing Low Swing Easy" by Tony Crombie; Roger Ericson in "Disney Meets The Wizard"; Rawicz and Landuer's "Two Pianos Play Strauss"; "Ballin' The Jack" by Allen Rich; Ron Ayres in "Friendly Persuasion" Ian Fraser's "For The Young At Heart"; "Softly For Lovers" by Fela Sowande; Mark White's "5 Guitars 50 Fingers"; and "Band Concert" by Roland Shaw.

Atlantic Pacts TV's "Beaver"

NEW YORK—Jerry Mathers, star of TV's "Leave It To Beaver," has been inked to a long-term disk pact by Atlantic Records. First single by the 13-year-old performer, "Wind-Up Toy" and "Don't Cha Cry," was issued last week by the label. Mathers has played the role of "Beaver" since the show went on the air over six years ago.

Four In Nassau County Bootlegging Case Get $100 and $250 Fines

NEW YORK—Fines of $100 and $250 have been meted out to four men who pleaded guilty of being involved in disk bootlegging that police estimated was a $1 million a year profit racket.

The four plus a fifth party who pleaded innocent to bootlegging charges were arrested in May, 1961, after the now famous police raid in New York's Plaza Hotel, where the bootleggers gathered to plan the sale of counterfeit LP's taken from Command Records' product. An inspector posed as "Big Mike," a "racketeer" from Philadelphia who wanted to be in on the racket.

The men were later indicted by a Grand Jury in Nassau County. Last May, four of those arrested pleaded guilty to violating trademark laws, a misdemeanor.

The fifth, Richard L. Engel, head of Bibletone Records, who describes himself as an ordained Evangelical minister, pleaded innocent and is scheduled to go on trial sometime next month.

Fined $100 in Nassau County Court last week were Henry Arak, president of two plastics firms in Brooklyn, and Harold Zatal. Fines of $250 were levied against Norman Berman, a TV and radio productions operator, and Milton Rabuse, a real estate salesman.

The defendants faced a maximum penalty of a year in county jail and a $500 fine.

Close to passage is a Federal bill that provides criminal penalties for the manufacture of phony disks, up to 10 years in prison and a $10,000 fine.

William Cahn, Assistant District Attorney of Nassau County, directed the investigation of the Plaza Hotel case.

Mercury & Its Labels Bringing Distributors To Chicago Meet

CHICAGO—Mercury Records will host the distributors of its three labels—Mercury, Philips and Smash—at the firm's first national corporate meeting to be held here Aug. 30 and 31.

"Platform For Progress" will be the basic theme of the two-day meeting which will be held at the new Sahara Inn in suburban Schiller Park, prexy Irving Green pointed out.

"Due to vast changes in methods of marketing the basic purpose of the meeting will be to show the advantages of a solidly-built corporation and the needs for the distributor to be tuned to this type of operation," Green added.

The first morning session will be a combined meeting of Mercury, Philips and Smash distributors who will hear from Green and executive vice-president Irwin H. Steinberg. Robert Dettmer, vice-president and secretary of Consolidated Electronics Corporation, will describe the corporate structure, including the relationship with Philips' Phonographic Industries of Holland.

Other experts will deal with latest marketing views on national and industry levels and the distributor's role in these important functions. In addition, authorities in the financial area will discuss techniques to provide funds for the distributor in his new role. Also scheduled to appear are economists and experts on automation, who will outline the latest findings in their fields as they apply to record distribution.

Philips' Records will hold a meeting of its distributors on the afternoon of the first day where plans for fall will be discussed. Smash Records will host all distributors at a party that evening and will hold its distributor sales meeting the following morning. Mercury Records will hold its meeting and discussion of fall plans on the afternoon of that day.

Ambassador To Issue 75 LP's In Fall

NEW YORK—Ambassador Records (formerly Synthetic Plastics Corp.) plans to release 75 albums this fall from among its various lines.

The Peter Pan label is introducing a series of "deluxe" packaged $1.98 12" LP's presenting such TV kiddie favorites as Sonny Fox, Captain Kangaroo, Jimmy Nelson, Arnold Stang, the Magic Land of Allakazam, Deputy Dawg, Mighty Mouse, Popeye and others. Mrs. Selma Broady, A&R director of Peter Pan, will appear on 20 TV programs to promote the new line as well as the 7" disks available in either 78 or 45 rpm.

The Guest Star label will include dates by such top performers as Julie London, Sarah Vaughan, Steve Lawrence, The Platters, Jonah Jones and Billy Eckstine, while the Diplomat line also plans a heavy release.

The new Christmas line includes nine albums on the Diplomat label and 12 Peter Pan 7" disks.

S. Gordon Strenger, veep in charge of dealer sales, has just returned from a three states sales trip during which time he increased the firm's road sales force to 12 men.

A national sales meet was set in New York last week (3, 4) to kick-off the new fall and winter program. A sales-ad-promotion and publicity campaign is skedded to go into effect within the next 30 days.

Ralph Gould, veep in charge of special sales, jobber and distributor programs, has national jobber meetings planned during this month.

In a further development, Ira L. Moss, exec veep of the firm, announced that a west coast warehouse and offices have been set up in Los Angeles under the direction of Fred Levi, formerly national field sales head down south.

Granahan Gets Full Control Of Caprice

NEW YORK—Gerry Granahan, president of Caprice Records, has acquired full ownership of the label in an agreement with Neil Galligan and Hutch Davie.

Granahan will be sole owner and head of the label from now on and will retain Janie Grant and The Angels, while Galligan and Davie get James Ray for their Congress label.

Granahan said he will announce his new base of operations in the near future. No financial terms were revealed.

Caprice was formed a year and a half ago, and since that time has received chart action with such dates as James Ray's "If You Gotta Make A Fool Of Somebody" and "Itty Bitty Pieces" and "Till" and "Cry Baby, Cry" by The Angels and Janie Grant's "Triangle." Label also has LP product by Ray and The Angels.

Tony Bennett Stays At Columbia

NEW YORK—Tony Bennett will cut for Columbia Records under a new exclusive disk pact, according to an announcement last week by Goddard Lieberson, president of the label.

The announcement put an end to persistent rumors that the star songster would affiliate himself with a new label after more than a decade with Columbia.

Though details on the new pact were unavailable, it's believed that it runs a good number of years.

Bennett first gained disk prominence back in 1951 when he cut "Boulevard of Broken Dreams," a recording of a demo that had prompted Mitch Miller to sign the performer the year before.

Many singles and LP hits since that time have established Bennett as a solid draw in other fields, such as niteries, concerts and TV.

This month, Columbia will release a 2-LP set of his recent "Tony Bennett at Carnegie Hall" date. Since the Carnegie engagement, Bennett has repeated his concert before audiences throughout the country, including performances at the Hollywood Bowl in Los Angeles and the Forest Hills Stadium in Forest Hills, L.I. He will return to Carnegie Hall on Nov. 23.

See New Kapp LP's Leading To Top Fall Push

NEW YORK—Returning to New York last week after a visit to distribs on behalf of the label's Aug. LP release, Kapp Records' sales head Phil Skaff reported that reception to the nine new LP's marketed by the label was "the strongest and most accepted fall program in our history."

Skaff noted that "because of the program's strength and concept, the proposed goal was personally increased by each distributor."

The new albums—listed in the July 28 issue of Cash Box—consist of dates by Roger Williams, Kenny Ball, Jack Jones, Robertino, Freddy Martin, Pete King Orchestra & Chorale, The Temperance Seven, Vardi & His Orchestra and Roger Voisin.

One-Stop Execs Set Chicago Meet For Association Plans

NEW YORK—The first formal gathering of one-stop operators to form what will be tagged the One Stop Organization has been set for Chicago's Palmer House on Aug. 30, 31 and Sept. 1.

For the past several months, the drive to organize one-stop operators, led by Irv Perlman of I. J. Morgan Co. of Philadelphia, has been conducted by phone and through the mails. The Chicago meet will bring face-to-face about 35 one-stop operators, Perlman estimates.

Highlighting the gathering will be the election of officers. Each day will see panel discussions, designed to lay the groundwork for the association's by-laws and other organizational matters.

The first meeting will be held Thurs. (30), from 2 to 5 PM; the Fri. (31) meeting will be conducted at the same time, while the Sat. (1) meet is set for 9 AM to 12 noon.

Perlman said that rooms at the Palmer House have been reserved for the group at the rate of $20 a day for a double room. Those wishing to attend should send a check for $20 made payable to Globe Travel Agency to Perlman at I. J. Morgan Co., 511 N. Broad St., Philadelphia 23, so that Perlman can make personal reservations.

DG Sets 13 LP's For Aug. Release

NEW YORK—The Aug. release from Deutsche Grammophon, distributed by the classical division of MGM Records, consists of six new yellow label items and seven "Archive Production" albums. This is the first "Archive" release since MGM assumed the distributorship of Deutsche Grammophon product in April.

The "lead" item on the release is the first complete recording in stereo of Verdi's 'Don Carlos." The recording was made in cooperation with La Scala, Milan. The cast is headed by Antonietta Stella, Boris Christoff, Flaviano Labo and Attore Bastianini all of whom have had long associations with the roles they portray in this recording. Gabriele Santini conducts.

Shortly before the Berlin Wall went up Von Karajan and The Berlin Philharmonic moved into Christ Church in Dahlem, West Berlin to record an emotionally taut performance of the "Mozart Requiem." The Berlin Philharmonic also figures in a recording of "Beethoven's Fifth Symphony" conducted by Ferenc Fricsay which is available this month. Fricsay in company with Wolfgang Schneiderhan, Janos Starker, and the Berlin Radio Symphony perform the "Brahms Double Concerto"; Another LP is "Oratorio Arias" sung by Maria Stader and accompanied by the Munich Bach Orchestra, Karl Richter conducting. Last LP is three "Beethoven Piano Sonatas" performed by Andor Foldes.

Of the seven records on the August "Archive Production" release, three consist of music of J. S. Bach; one record each of Telemann, Palestrina and J. G. Goldberg; and the last a collection of French music from the 17th and 18th centuries. This is the first recording of any of the music of J. G. Goldberg who was immortalized by Bach when he dedicated his great variations to him, (e.g. The Goldberg Variations).

SEE INDEX PAGE 170

Sam Fox Buys BMI Firm; Reactivates Gallant Label

NEW YORK—Sam Fox Publishing, one of the oldest ASCAP pubbery firms, has become affiliated with BMI for the first time through the acquisition of Palisades Music.

The BMI firm is headed by Mahlon Merrick, cleffer and musical director of the Jack Benny Show, who has written background music for such top TV'ers as "The Donna Reed Show," "The Untouchables," "Checkmate," "Dragnet," "The Real McCoys," "The Robert Cummings Show" and many others. He has also written many solo pieces.

Merrick's compositions will be incorporated into the international Sam Fox Film Rights Library of Recorded Background Music and will be made available for theatrical, non-theatrical, radio and additional TV productions.

New writers will be sought for Palisades under the direction of Merrick himself, who will be on the lookout for such talent through his activities in schools, workshops, clinics and guest conducting appearances.

Sam Fox Publishing and its subsidiary, Sam Fox Film Rights have been providing background music for motion pictures, radio and TV and educational purposes for over 50 years. ASCAP copyrights will continue as heretofore.

News of Fox's BMI acquisition was annouced at a press conference last week (2) at the firm's New York offices, where it was also learned that Fox's Gallant label is being reactivated with album and singles releases scheduled for this month.

Paul Wexler, who officially left his post as head of Colpix Records July 1, has joined the label as a consultant. He is setting-up distribution for the diskery, with many Colpix distributors represented.

Gallant's initial LP offering will be "Best Of Jazz from the Best Of TV," with music from "Ben Casey," "Armstrong Circle Theatre," "Kraft Mystery Theatre," "Manhunt," "Window On Main St.," "New Breed" and others.

Louis Buckley Forms Own Label

NASHVILLE—Louis Buckley, vet coin machine operator, owner of Buckley's Discount Records and operator of the disk dept. of Harvey's, Nashville's largest store, has begun operation of Buckley Records, based in Nashville.

A new songster, Jimmy Sweeney, bows the label with a single, "She Wears My Ring" and "What'cha Gonna Do About Me."

Arwin Back On Singles Scene

HOLLYWOOD—Arwin Records has released its first single since its recent reactivation by Martin Melcher. Sides are "Bula Vinaka" and "So Until I See You" by David Lucas, new label pactee. Bob Crystal, the label's veep, said that Arwin is planning new issues with an eye on the LP market.

Reprise Sets 16 LP's For Aug

NEW YORK—Reprise Records has scheduled the release of 16 albums this month.

Packages will include Frank Sinatra's "Sinatra & Swingin' Brass," Les Baxter's "Voices In Rhythm," "The Sammy Davis, Jr. All-Star Spectacular," organist Dick Leibert's "Great Love Themes," Travis Edmonson's "Travis On His Own," Ethel Merman's "Merman — Her Greatest," "The Hi-Lo's Happen To Folk Songs," Dolan Ellis & The Inn Group's "Almost Authentic Folk Songs."

Other albums are: Neal Hefti's "Jazz Pops," Billy Byrd's "Lonesome Country Songs—Play It Billy Byrd," Art Linkletter's "Kids Sing The Darndest Things" with the High Hopes Children's Chorus, Jack De Mello's orchestra & chorus' "Hawaii —Land Of Enchantment," Sebastos Venetoulis' "Sing Along In Greek," Walter Solek and his orchestra's "Polish House Party," Barney Kessel's "Bossa Nova" and a Shorty Rogers' album.

Ed Mathews Named Laurie's Gen. Mgr.

NEW YORK—Eddie Mathews has been appointed general manager of Laurie Records, the label announced last week.

Mathews, recently national promotion director and A&R director of United Artists Records and its affiliate, Musicor, has been directed to strengthen and change Laurie's distribution where necessary and to initiate new promotion and programming activities.

Before joining UA, Mathews was associated with James H. Martin Distributors in Chicago and Mercury Records as artist relations manager and national promotion director for Wing Records, Mercury's low-priced LP line.

Included in the Laurie operation are the Rust and LeGrande labels. Laurie's current hit is Dion's "Little Diane," number 16 on this week's Top 100.

Reprise Fills Major Sales Posts

HOLLYWOOD—Reprise Records has made two exec sales appointments in line with its planned expansion plans.

Richard Salvador, formerly with David Rosen, Inc., the Philly distributor, has been appointed the label's eastern divisional sales manager and Chris Saner has been promoted from assistant eastern divisional sales manager to director of sales to rack merchandisers. Both will headquarter in New York.

Chi Fair To Tackle Problems Of Instrument Retailers; Talent Inked To Appear

CHICAGO—Musical instrument retailers will join retailers from all other segments of the music and sound industry in a series of Business Conference Programs geared to their special interests during the World's Fair of Music & Sound at McCormick Place, August 31-September 9th.

Morning conference sessions on a series of topics of interest to all retailers will be held on Wednesday, Thursday and Friday mornings from 9:30 AM to 12:00 noon. These meetings, to be held concurrently, will consist of presentations by industry experts and discussion groups on subjects designed to give the retailer specific and practical suggestions on how to attract new business, increase profits, modernize marketing and sales methods.

This program of exclusive trade sessions at the fair will be complemented by showing of the most diversified array of equipment and merchandise by leading national manufacturers ever assembled at one intergrated exposition.

Eddie Fisher, Rosemary Clooney and Peter Nero have been signed to star in the Arie Crown Theater music spectacular it was announced last week by John King, the fair's producer and director of entertainment.

Georgia Gibbs To Epic

NEW YORK — Songstress Georgia Gibbs has inked a term deal with Epic Records, it was learned last week. The vet performer will soon cut her first sides for the label in Nashville, with Don Law producing the sessions.

"Stop The World . . ." Kicks-Off New Show Season For Disks

NEW YORK—A hit London revue, "Stop The World I Want To Get Off," set for a bow on Broadway this fall, has initiated in a big way disk coverage of scores from the new crop of shows due next season.

First off, London Records—which has the original-cast LP—has released seven singles from the show's songs—co-authored by the production's star, writer and director, Anthony Newley—so far. They include four singles carrying the London tag itself, and three from the London-handled Felsted and Tarheel labels.

Newley warbles "What Kind Of Fool Am I" and "Gonna Build A Mountain" while Georgia Brown, star of another London hit, "Oliver," also being introduced this year to American audiences with the thrush repeating her role, sings "Gonna Build A Mountain" in vocal versions from London. London also has two instrumental singles of "Stop The World . ." melodies. They are Mantovani's "What Kind Of Fool Am I" and "Someone Nice Likes You" and pianist-maestro Ronnie Aldrich's "Once In A Lifetime" and "What Kind Of Fool Am I."

Two Felsted releases are: pianist Bert Farber's "Once In A Lifetime" and "What Kind Of Fool Am I" and The Cordials' vocal of "Once In A Lifetime" and "What Kind Of Fool Am I."

Other labels that have released "Stop The World . . ." material include Mercury with Bill Eckstine's reading of "What Kind Of Fool Am I," Reprise with Sammy Davis Jr.'s warble of the same tune, also done by Robert Goulet on Columbia, and Jubilee with Billy Daniels' vocal on "Gonna Build A Mountain."

5 Philips Albums Get Special Aug. Discount

NEW YORK—Philips Records is offering a 10% discount on five of its top-selling LP's in a special Aug. program tagged "Take 5." Included in the plan are: "Country Guitar" by the Cotton Pickers, "Along Comes Ruth," Ruth Brown, "Stowaway In The Sky," soundtrack from the French flick, "The Most Beautiful German Children's Songs" and "Sing Low, Sweet Clarinet," Woody Herman.

According to Lou Simon, sales manager, a re-emphasis is being made on merchandising of the albums through the use of additional point-of-purchase materials, ads and publicity.

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FOR SIMPLE LOCATION OF INDEX—MAKE NOTE OF PAGE 70 ON COVER OF THIS DIRECTORY

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Cash Box SURE SHOTS

The Cash Box "Sure Shots" highlight records which reports from retail dealers throughout the nation indicate are already beginning to sell in quantity or else give every indication of doing so.

"ALLEY CAT"
BENT FABRIC ..... Atco 6226

•

"SILVER THREADS AND GOLDEN NEEDLES"
SPRINGFIELDS ..... Philips 40038

•

"REAP WHAT YOU SOW"
BILLY STEWART ..... Chess 1820

•

"TEEN AGE IDOL"
RICK NELSON ..... Imperial 5864

•

"BEECHWOOD 4-5789"
MARVELETTES ..... Tamla 54065

•

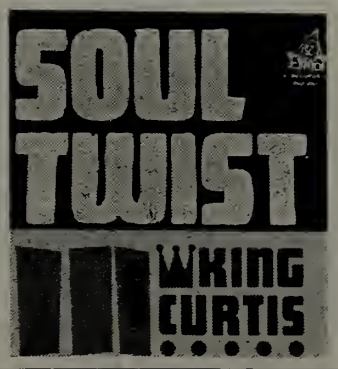
"YOUR NOSE IS GONNA GROW"
JOHNNY CRAWFORD ..... Del-Fi 4181

•

"LET'S DANCE"
CHRIS MONTEZ ..... Monogram 505

Star-Studded Pool Party

PITTSBURGH—KDKA spinner Clark Race recently played host to a bevy of top wax stars when he broadcast his regular afternoon stanza from the swimming pool of a local amusement park. The deejay is shown above with Epic's Bobby Vinton (left), who is currently hitting with "Roses Are Red," during the broadcast. Eddie Rambeau, Freddy Cannon, Jan & Dean, the Dovells and Bobby Curtola also participated in the event.



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August LP Releases

POPULAR

BRUNSWICK

"Jackie Wilson At The Copa"—BL 54108 (M)—BL 754108 (S)
"What More Can A Woman Do"—Big Maybelle—BL 54107 (M)—BL 754107 (S)

CAPITOL

"The Garland Touch"—Judy Garland—W 1710 (M)—SW 1710 (S)
"Something Special"—The Kingston Trio—T/ST 1747 (M)-(S)
"The Lively Ones"—Vic Domone—T/ST 1748 (M)-(S)
"More Cole Espanol"—Nat King Cole—W/SW 1749 (M)-(S)
"George Chakiris"—T/ST 1750 (M)-(S)
"I Love To Tell The Story"—Tennessee Ernie Ford—T/ST 1751 (M)-(S)
"Hello Young Lovers"—Nancy Wilson—T/ST 1767 1M)-(S)
"Victor Herbert On Stage"—Toger Wagner Chorale—W/SW 1707 (M)-1S)

COLUMBIA

"Revolution In Sound The Revolving Bandstand Of"—Les Brown And His Band Of Renown—CS 8618 (S)
"Bouquet Of Roses"—Les Paul And Mary Ford—CL 1821 (M)—CS 8621 (S)
"The Music Of Brazil"—Percy Faith & Orch—CL 1822 (M)—CS 8622 (S)
"Lush And Lovely"—Skitch Henderson With Orch—CL 1823 (M)—CS 8623 (S)
"Great Songs Of Love And Faith"—Mahalia Jackson—CL 1824 (M)—CS 8624 (S)
"Sings Ballads Of A Soldier Of Fortune"—Earl Wrightson—CL 1825 (M)—CS 8625 (S)
"Two Of Us"—Robert Goulet—CL 1826 (M)—CS 8626 (S)
"Wonderland Of Sound Broadway's Greatest Hits"—Andre Kostelanetz & Orch—CL 1827 (M)
"In Person"—The Brothers Four—CL 1828 (M)—CS 8628 (S)
"Folk Songs Of Our Land"—Lester Flatt And Earl Scruggs—CL 18 30 (M)—CS 8630 (S)
"The Old Sweet Waltzes"—Rainbow Strings Golden Voices—CL 1856 (M)—CS 8656 (S)
"In A Most Unusual Way"—Bobby Doyle Three—CL 1858 (M)—CS 6858 (S)
"The Exciting World Of Geula Gili"—The Oranimabar & Orch—CL 1859 (M)—CS 8659 (S)
"Mildred Bailey Her Greatest Performances Volume 1-11-111—CL 1860-61-62 (M)
"In A Velvet Mood"—Anita Bryant—CL 1885 (M)
"Come Waltz With Me!"—Steve Lawrence—CL 1870 (M)—CS 1670 (S)
—CS 8685 (S)
"The Faraway Part Of Town"—Andre Provin—CL 1786 (M)—CS 8586 (S)
"Show Boat"—B'way Cast—OL 5820 (M)—OS 2220 (S)
"Stereo Wonderland Of Sound Broadway Greatest Hits"—Andre Kosteianetz & Orch.—CS 8627 (S)
"Tony Bennett At Carnegie Hall Part I—Part 2"—CL 1905 (M)—CS 8705 (S)—CL 1906 (M)—CS 8706 (S)

CORAL

"Rhapsody By Candlelight"—Liberoce—CRL 57395 (M)—CRL 75395 (S)
"An Evening At The Cotillion Room"—The Stanley Meiba Orch.—CRL 57418 (M) CRL 757418 (S)
"Song Everybody Knows"—The McGuire Sisters—CRL 57415 (M)—CRL 757415 (S)
"One More Time"—Wild Bill Davis—CRL 57417 (M)—CRL 757417 (S)
"The New Orleans Scene"—Pete Fountain & Al Hirt—CRL 57419 (M)—CRL 75419
"Barroom Golden Favorites"—Big Tiny Little CRL 57407 (M) CRL 757407 (S)
"7 Characters In Search Of"—Eddie Lawrence CRL 57411 (M) CRL 757411 (S)

DECCA

"Sentimentally Yours"—Patsy Cline—DL 4282 (M)—DL 74282 (S)
"That Happy Feeling"—Bert Kaempfert & His Orch—DL 4305 (M)—DL 74305 (S)
"Saturday Night"—Grond Ole Opry—DL 4303 (M)—DL 74303 (S)
"In The Duchin Monner"—Peter Duchin His Piano & Orch—DL 4291 (M)—DL 74291 (S)
"Polka Fun For Everyone"—Eddie Habat And His Polka Band—DL 4284 (M)—DL 74284 (S)
"Swing And Sway For Your Dancing Pleasure"—Sammy Kaye—DL 4306 (M)—DL 74306 (S)
"Come To The Caribbean"—The Exciting Eloise Trio—DL 4293 (M) DL 74293 (S)
"The Best Of Jolson"—DXA 169 (DL-9100/9101 (M)-(S)
"At Basin Street East"—Earl Grant—DL 4299 (M)—DL 74299 (S)
"The Majestic Sound Of Rafael Mendez And His Trumpet Symphony"—DL 4210 (M)—DL 74210 (S)
"Paris Loves Lovers"—Henri Rene & Orch—DL 4269 (M)—DL 74269 (S)
"Misty Mood"—Sam (The Man) Taylor—DL 4302 (M)—DL 74302 (S)
"Swingin' Down The River"—Grady Martin & The Slewfoot Five—DL 4286 (M) DL 74286 (S)
"Song From The Magic Islands"—Charles K. L. Davis—DL 4276 (M)—DL 74276 (S)
"Music From The Majestic Islands"—The Honolulu Symp Orch—DL 9104 (M)—DL 79104 (S)
"College Songs Everybody Knows"—Jan Garber & Orch—DL 4319 (M)—DL 74319 (S)

DOLTON

"The Fleetwoods' Greatest Hits"—The Fleetwoods—BLP 2018 (M)—BST 8018 (S)

EPIC

"Introducing The Travellers"—LN 24013 (M)—BN 26013 (S)
"Concertos From Hollywood"—Bill Butler—LN 24014 (M)—BN 26014 (S)
"Dancing Theatre Party"—Lester Lanin And His Orch.—LN 24016 (M)—BN 26016 (S)
"Swingin' Down The Lane"—Ralph Burns & Orch—LN 24015 (M)—BN 26015 (S)
"Old Friends"—George Jessel—LN 24017 (M)—BN 26017 (S)
"Roses Are Red"—Bobby Vinton—LN 24020 (M)—BN 26020 (S)
"Portrait In Music"—George Maharis—LN 24021 (M)—BN 26021 (S)
"Just One Of Those Things"—Lester Lanin & Orch.—BN 628 (M)

KAPP

"Dancing Tonight"—Freddy Martin—1286 (M)—3286 (S)
"Presenting The Temperance 7"—1287 (M)—3287 (S)
"More Sounds Of Hollywood"—Vardi & His Orch—1289 (M)—3289 (S)
"Mr. Piano"—Roger Williams—1290 (M)—3290 (S)
"More Hits By"—Pete King Chorale—1291 (M)—3291 (S)
"Gift Of Love"—Jack Jones"—1292 (M)—3292 (S)
"Italian Singing Sensations"—Robertino—1293 (M)—3292 (S)
"The Kenny Ball Show"—Kenny Ball—1293 (M)—3294 (S)

LIBERTY

"Eddie Heywood's Golden Encores"—LRP 3250 (M)—LST 7250 (S)
"A Taste Of Honey"—Martin Denny—LRP 3237 (M)—LST 7237 (S)
"Matt Monro"—LRP 3240 (M)—LST 7240 (S)
"Jan & Dean's Golden Hits"—LRP 3248 (M)
"Golden Folk Song Hits"—The Johnny Mann Singers—LRP 3253 (M)—LST 7254 (S)
"Sing A Little Something"—Sholom Secunda—LRP 3254 (M)—LST 7254 (S)
"Roses Are Red"—Johnny Burnette—LRP 3255 (M)—LST 7255 (S)
"Hit After Hit"—Gene McDaniels—LRP 3258 (M)—LST 7258 (S)
"The President"—Walter Brennan—LRP 3241 (M)—LST 7241 (S)
"A World Of Miracles"—Walter Brennan—LRP 3241 (M)—LST 7244 (S)

LONDON

"Edmundo Ros Plays The Limbo"—LL 3264 (M)
"Bravo Siepi"—The Broadway Songs Of Cole Porter—Cesare Siepi—M 5705 (M) OS 25705 (S)

MERCURY

"George Jones Sings From The Heart"—SR 60694 (S)—MG 20694 (M)
"Patti Sings Golden Hits Of The Boys"—Patti Page—SR 60712 (S)—MG 20712 (M)
"Accent On Strings"—Clobanoff & Orch.—SRD 16—MGD 16 (M)-(S)
"National Anthems & Patriotic Airs"—International Concert Orch. Conducted by S. L. Spence—SRI 605 (S)—MGI 205 (M)
"Organ Sounds And Percussion"—Eddie Layton—PPS 6029 (S)—PPS 2029 (M)
"50 Years Of Dancing"—Hal Mooney—SR 60726 (S)—MG 2-726 (M)
"12 Great Songs Of All Time"—Clobanoff & Orch.—SR 60720 (S)—MG 20720 (M)
"The Faith Of A Man"—Rex Allen—SR 60719 (S)—MG 20719 (M)
(M)
"Country Goes To Town"—Claude Gray—SR 60718 (S)—MG 20718 (M)
"Movin' Van Dyke"—Leroy Van Dyke—SR 60716 (S)—MG 20716 (M)
"Jimmie Skinner Sings Jimmie Rodgers"—SR 60700 (S)—MG 20700 (M)
"1837 Seconds Of Humor"—Ray Stevens—MG 20732 (M)—SR 60732 (S)

MGM

"Connie Francis Country Music Connie Style"—E4079 (M)—SE 4079 (S)
"Screamin' Saxes"—Bill Ramal—E/SE 4051 (M)-(S)
"I Feel A Song Comin' On"—Joni James E/SE 4053 (M)-(S)
"Paul Lavalle & The Band Of America March From B'way To Hwd."—Paul Lavalle E/SE 4061 (M)-(S)
"The Voice Of Eileen Farrell"—E 3984 (M)
"Bad But Beautiful"—Eartha Kitt—E/SE 4909 (M)-(S)
"Hollywood Sound Stage"—Ornadel—E/SE 4033 (M)-(S)
"Mist Of The Orient"—Sam (The Man) Taylor—E/SE 4066 (M)-(S)
"Make Way For The Ramblers Three"—Ramblers Three—E/SE 4072 (M)-(S)
"The Wonderful World Of The Bros. Grimm"—Sound Track—1E/S1E 3 1M)-(S)
"Music From The Wonderful World Of The Bros. Grimm & Other Mot. Plc. Fav."—David Rose—E/SE 4077 (M)-(S)
"Satin Latin"—Geo. Shearing—E 4041 (M)
"Soft & Silky"—Geo. Shearing—E/4042 (M)
"Smooth & Swinging"—Geo. Shearing—E/4043 (M)
"Connie Francis Dance Party"—E/SE 4022 (M)-(S)

MONUMENT

"Memories Of Maria"—Jerry Bryd—M 4008 (M)—SM 14008 (S)
"Roy Orbison's Greatest Hits"—M 4009 (M)

PREMIER

"Exotica Suite"—Si Zentner & Martin Denny—LMM 13020 (M)—LSS 14020 (S)
"Fantastic Strings Play Fantastic Themes"—Felix Slatkin—LMM 13021 (M) LSS 14021 (S)
"50 Guitars Visit Hawaii"—The 50 Guitars Of Tommy Garrett—LMM 13022 (M) LSS 14022 (S)

RCA CAMDEN

"The Lord Is My Shepherd"—George Beverly Shea—CAL/CAS 718 (M)-(S)
"Living Voices Sing Indian Love Call"—CAL/CAS 697 (M)-(S)
"Living Strings-Sunrise Serenade"—CAL/CAS 688 (M)-(S)
"Dixieland"—Pete Fountain—CAL 727 (M)
"The One And Only Hank Snow"—CAL 722 (M)

RCA VICTOR

"Hugo Winterhalter Goes Continental"—LPM/LSP 2482 (M)-(S)
"Did You Ever"—Dave Gardner—LMP/LSP 2498 (M)-(S)
"Honolulu Honky Tonk"—Frankie Carle & Orch & Chorus—LPM/LSP 2540 (M)-(S)
"Caribbean Guitar"—Chet Atkins—LPM/LSP 2549 (M)-(S)
"The Vivacious One"—Ann-Margret—LPM/LSP 2551 (M)-(S)
"The Honest-To-Goodness Country Music Hits"—Various Artists—LPM/LSP 2564 (S)-(M)
"Exotic Suite Of The Americas"—Perez Prado & Orch—LPM/LSP 2571 (M)-(S)
"Let's Sit This One Out"—LPM/LSP 2575 (M)-(S)—Paul Anka
"Music Of Richard Rodgers' No Strings State Fair"—Boston Pops Orch Arthur Fiedler, Conductor—LM/LSC 2637 (M)-(S)

RICHMOND

"Standards With A Latin Beat"—Miguelito, Piano—RPS 39001 (M)
"A Big Band Goes To Broadway"—Ralph Kennedy and his Band—RPS 39002 (M)
"The Twin Pianos Of Fred Hartley"—Fred Hartley—RPS 39003 (M)

SEVILLE

"Shout! Shout!"—Emie Maresca—SV 77001 (M)—SVS 87001 (S)
"Sing Hallelujah"—Mike Settle and the Settlers—FLP 10001 (M)

VERVE

"The Gerry Mulligan Qt."—Mulligan Quartet—V/V6-8466 (M)-(S)
"Cal. Tjador Plays Contemporary Music Of Mexico & Brazil"—Tjader—V/V6-8470 (M)-(S)
"Time For Two"—Tjader & A. O'Day—V/V6-8470 (M)-(S)
"I Fee) So Alive"—Dalida—V-8467 (M)
"Trumpet Exodus"—Don Goldie—V/V6-8475 (M)-(S)
"Dizzy Gillespie Sonny Rollins Sonny Stitt"—V-8477 (M)
"Rhythm is My Business"—Flig. & Doggett—V/V6-4056 (M)-(S)
"Thesis"—Jimmy Giuffre—V/V6-8402 (M)-(S)
"That Swing Thing"—Terry Gibbs—V/V68447 (M)-(S)
"Softly But With Feeling"—Herb Ellis—V/V6-8448 (M)-(S)
"The Sound Of The Trio"—O. Peterson Ray Brown E. Thigpen—V/V6-8480 (M)-(S)

WARNER BROS.

"Off His Rocker"—Pat Buttram—W/WS 1455 (M)-(S)
"The Hank Williams Song Book"—Connie Stevens—W/WS 1460 (M)-(S)
"There Is Nothing Like A Dame"—Pete And Cente Candoli—W/WS 1462 (M)-(S)
"Project Comstock Music From Outer Space"—Frank Comstock—W/WS 1463 (M)-(S)
"Let's Duet"—Gordon Jenkins—W/WS 1464 (M)-(S)
"Sousa's Greatest Marches"—Henry Macini—W/WS 1465 (M)-(S)
"Oh You Kid!"—Dorothy Provine—W/WS 1465 (M)-(S)
"The Button-Down Mind On TV"—Bob Newhart—W/WS 1467 (M)-(S)
"Silver Jubilee Album"—W/WS 1467 (M)-(S)—Various Artists
"Passport To Pleasure"—Paul Meynard—W/WS 1469 (M)-(S)

CLASSICAL

ANGEL

"Handel—Sonata in F"
"Shostakovitch: Symphony No. 5"—Constantin Silvestri & Vienna Philharmonic Orch.—35760 (M)—S35760 (S)
"Spanish Songs"—Various Artists—35775 (M)—S 35775 (S)
"Hark! The Glad Sound"—Various Artists—35747 (M)—S 35747 (S)
"Bruckner: Symphony No. 7"—Otto Klemperer conducting The Philharmonic Orch—3626 B (M) S 3626 (S)
"Richard Strauss: Till Eulenspiegel Dance Of The Seven Veils" from "Salome" Don Juan—35737 (M)—S 35737 (S)—The Philharmonic Orch. Otto Klemperer Conductor
"Mozart: Concerto No. 3 InG. K. 216)
Concerto No. 5 InA. K. 216) — Yehudi

(Cont'd On Next Page)

PRI Names Exec Veep

NEW YORK—Larry Finley, recently appointed president of Precision Radiation Instruments, the low-priced LP manufacturer, has announced the appointment of Frank Sherwood as PRI's executive veep.

Sherwood, previously associated with the soft drink industry, comes to PRI as part of the firm's growth plans, which recently saw the doubling of PRI's production facilities in Belleville, N.J.

PRI's LP lines include Tops, Golden Tone, Kimberly, Venise and Mayfair.

Carlton Pacts Vocalist

NEW YORK—R&B singer Billy Frazier is the first artist that Clyde Otis has signed to Carlton Records since recently coming to the label as A&R director. Already cut have been "Land Ho!" and "Just Once More." When released, they'll be promoted via a national promotion tour by the artist under Blackwell's aegis.

"Why" Cleffer Wins Infringement Suit

NEW YORK—A High Court judge in London has ruled that no sufficient evidence had been found to conclude that cleffer Peter De Angelis had consciously or subconsciously copied the standard, "In A Spanish Town," in his hit song of 1959 (by Frankie Avalon), "Why."

Francis, Day & Hunter, the London music publisher which owns the British copyright to "Spanish Town" and Leo Feist, the tune's American publisher, charged in a suit that "Why" infringed their copyright.

English publisher of "Why" is Debmar Publishing Co., Ltd., affiliated with the American pubbery of the same name based in Philadelphia.

Court ruling was handed down Fri., July 27.

New England Preps For Stereo/Hi-Fi Show

BOSTON—The first New England Stereo/High Fidelity Show in three years was announced last week. The show will take place at the Mid-Town Motor Inn, in Boston, Friday, Sept. 21 through Sunday Sept. 23.

All of the nation's leading stereo component manufacturers will display. Many will show new products for the first time. New designs in amplifiers, speakers, tuners, record players and tape recorders will be demonstrated in more than thirty separate displays.

Laboratory test apparatus will be available to anyone who wants to bring in his amplifier and have it checked out professionally. Technical experts will be in attendance to recommend adjustment and modification where needed.

White Re-elected Veep At Yamaha; Expansion Plans

NEW YORK—Eddie White has been re-elected veep of Yamaha Music Co., the New York music outlet of Japan's Nippon Gakki, owners of music dept. stores, music schools and manufacturers of pianos, organs, musical instruments and other consumer goods.

White, now in Japan, reported to Cash Box that Yamaha plans to expand into the classical and educational music publishing and disk fields.

Under White's aegis, Yamaha has been acquiring strong U. S. material and disks for representation in Japan, and upon his arrival back in New York, around Aug. 10, he is bringing many Japanese singles and LP masters, including soundtracks of leading Japanese flicks.

For Japan, White recently acquired such click items as "Roses are Red," "Party Lights" and "A Swingin' Safari."

Dooto To Handle Rev. King Disks

HOLLYWOOD—An album and single featuring Rev. Martin Luther King, the leading figure in civil rights actions by the Negroes in the south, will be distributed by Dooto Records, according to Dootsie Williams, prexy.

The disks, containing excerpts from Rev. King's speeches, will be released on the Pica label.

Williams has edited tapes of the speeches, retaining the most significant passages, and has added appropriate musical backgrounds and narration by KHJ radio personality, Bob deCoy.

ABC Re-Inks Smeck

NEW YORK—ABC Paramount has announced that Roy Smeck has renewed his contract with the label for three more years. Among the first artists to join the diskery, Smeck has been with the company for six years, has a total of eight LP's in the catalog, and is featured in three others. His latest album, "Stringing Along," has just been released.

A veteran of show business, Smeck has been a vaudeville performer, a composer, and a writer of musical instruction books. He is a member of ASCAP.

Del-Ray Leases Decks

HARRINGTON, DEL.—Sam Short Jr., prexy for Del-Ray Records of Delaware, has announced that Del-Ray, in conjunction with Buhl International of Princeton, Florida, has leased EP's by Howard Vokes and Denver Duke & Jeffrey Null, and a Rudy Thacker single to Esquire Records, London.

Also announced were lease agreements on Howard Vokes masters, and others with Acadia Records of Canada, Hadley Records of Australia, and Emerald Records of Ireland.

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RAY CHARLES ..... ABC
Hill & Range Songs, Inc.

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Elvis Presley Music, Inc.

JUST TELL HER JIM SAID HELLO
ELVIS PRESLEY ..... RCA
Elvis Presley Music, Inc.

I'LL NEVER BE LONELY AGAIN
JOHNNY MATHIS ..... COLUMBIA
Alamo Music, Inc.

THREE FOOLS
PATTI PAGE ..... MERCURY
Hill & Range Songs, Inc.

YOUR LAST CHANCE
THE DOVELLS ..... PARKWAY
Hill & Range Songs, Inc.

SEVEN DAY WEEKEND
GARY (US) BONDS ..... LEGRAND
Hill & Range Songs, Inc.

WAITING FOR CHARLIE
JANE MORGAN ..... KAPP
Dolfi Music

MY HEART CRIES FOR YOU
BEN E. KING ..... ATCO
Ross Jungnickle-Gladys Music, Inc.

YOU NEVER TALKED ABOUT ME
DEL SHANNON ..... BIGTOP
Home Folks Music, Inc.

ANY DAY NOW
CHUCK JACKSON ..... WAND
Plan Two Music, Inc.

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1619 Broadway, New York, N. Y.

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BLACK and TAN FANTASY
David Rose Orch.—MGM
MILLS MUSIC, INC.

The Next # 1 Record
"YOU'LL LOSE A GOOD THING"
Barbara Lynn
Jamie 1220
Jamie RECORDS

Chuck Jackson
"I KEEP FORGETTIN'"
Wand 126
wand

AUGUST ALBUM RELEASES

Angel (con't)

Menuhin with The Bath Festival Chamber Orch.—35745 (M)—S 35745 (S)
"Shubert: Entr'Acte and Ballet Music Ne. 2 (from Rosamunde)"—Gluck-Mottl: Ballet Music—Rudelf Kempe conducting The Vienna Philharmenic Orch.—35746 (M) S 35746 (S)

COLUMBIA

"Mozart: Eine Kleine Nachtmusik"—Bruno Walter—ML 5756 (M)—MS 6356 (S)
"Bernstein Conducts Copland"—New York Philharmonic Leonard Bernstein—ML 5755 (M)—MS 6355 (S)
"Hereic Music For Organ, Brass & Percussion"—E. Pewer Biggs—ML 5754 (M)—MS 5754 (S)
"Wagner: Brunnhilde's Immelatien Scene Frem "Die Getterdamerung"—Eileen Farrell, Soprane, New Yerk Philharmenic Orch. Leenard Bernstein, Conduct.—ML 5753 (M)—MS 6353 IS)

DECCA

"Five Pieces Frem "Platero And I"—Andres Segovia, Guitar—DL 10054 (M)—DL 10054 (S)
"The Original Piana Quartet"—Adam Graner Frank Mittler, Edward Edson—DL 10055 IM)—710055 (S)
"The Goldberg Variatiens"—DL 10056 IM)—DL 710056 (S)
"Mozart-Bach"—DL 10053 (M)—DL 710053 IS)
"Gelden Opera Faverites"—Jesse Crawferd DL 4301 (M) DL 74301 (S)
"Spanish Medieval Music New York Pro Musica"—Neah Greenberg DL 9416 (M) DL 79416 (S)

EPIC

"Debussy: Twelve Etudes"—Charles Resen—LC 3842 IM)—BC 1242 (S)
"Mezart: Concerto In A Major For Clarinet & Orch K. 622"—Rebert Marcellus, Clarinetist The Cleveland Orch.—LC 3841 (M)—BC 1241 (S)
"Herzliebster Jesu, Was Hast Du Verbrechen"—Vida Cheneweth, Marimbist—LC 3818 (M)—BC 1153 (S)
"Handel: Concerto Gresso In D Miner, OP. 6, Na. 10"—Handel Festival Orch. Halle Horst-Tanu Margraf, Cenducter—LC 3843 (M)—BC 1243 (S)
"Bach: Easter Oratorie"—Bareque Chorus And Ensemble Of Stuttgart—LC 3844 (M)—BC 1244 (S)
"Wagner: Tristan Und Iselde: Prelude and Love-Death"—The Cleveland Orch. George Szell, Conductor—LC 3845 (M)—BC 1245 (S)

KAPP

"Trumpet & Orch. Vel 4"—Reger Voisin 9070 (M-S)

MERCURY

"Wagner: Overture to "Die Meistersinger ven Numberg"—Lenden Sympheny Orch. Antal Derati Conducting—MG 50287/SR 90287 (S)-IM)
"Ernest Blech: Sinfonia Breve-Wayne Peterson Minneapolis Symphony Orch. Antal Dorati Conducting—MG 50288/SR 90288 (M-S)
"Rachmanineff: Piana Concerto Ne. 1.
Prekefiev: Piano Concerte No. 3."
Mescew Philharmenic Orchestra, Kyril Kendrashin conducting—MG 50300/SR 90300 (S)

RCA

"Swing Lew, Sweet Chariet"—Leentyne Price—LM/LSC 2600 (M)-(S)
"Bruch Scettish Fentesy Vieuxtemps Cencerto Ne. 5/Heifetz"—Jascha Heifetz New Sympheny Orch Of Londen—LSC 2603 (M)—LPM 2604 (S)
"Highlights Fram Rubinstein At Carnegie Hall"—Arthur Rubinstein—LM/LSC 2605 (M)-(S)
"I'll Walk With God"—Marie Lanza—LM 2607 (M)
"Symphonie Fantastique"—Boston Orch, Charles Munch, cenducting—LM/LSC 2608 (M)-(S)
"Puccini La Boheme"—Moffe, Tucker, Cesta, Merrill, Tezzi, Maero—LPM/LSC 6095 (M)-(S)
"Shubert Sympheny Ne. 2. Beetheven: "Prometheus"—Bosten Sympheny Orch. Charles Munch conducting—LM/LSC 2522 (M)-(S)
"Great Teners Sing Neapelitan Sengs Caruse te Lanza"—LM 2630 (M)

JAZZ

BLUE NOTE

"Jimmy Smith Plays Fats Waller"—Jimmy Smith—Blue Note 4100 (MI—84100 (S)
"Gravy Train"—Leu Donaldson—Blue Nete 4079 (M)-(S) 84079
"My Hour Of Need"—Dede Greene Blue Nete (M) 9001

BLUESVILLE

"Medicine Show Man Vel 2"—Pink Andersen 1051 (M)
"All Kinds Of Blues"—Memphis Slim 1053 (M)
"Weman Blues"—Victoria Spivey/Lonnie Jehnson 1054 (M)
"Bawdy Blues"—Various Artists 1055 (M)
"Blues For 9 Strings"—Big Joe Williems 1056 (M)
"Say Ne Te The Devil"—Rev Gary Davis 1049 IM)
"Hard Werking Blues Man"—Memphis Willie B. 1048
"Big Read Blues"—K. C. Douglas 1050 (M)

COLUMBIA

"Miles Davis At Carnegie Hall"—CL 1812 (M)—CS 8612 (S)

EPIC

"The Armed Jamal Trie"—BN 627 (M)

FANTASY

"Blue Meods"—Miles Davis Quintet—6001 (M)
"Chazz"—The Charlie Mingus Quintet—6002 (M)
"Jazz At Massey Hall"—Various Artists—6003 (M)
"The Fabulous Thad Jones"—6004 (M)
"Feur Trembenes"—Various Artists—6005 (M)
"The Bud Pewell Trie"—Charlie Mingus & Max Roach—6006 (M)

MERCURY

"Jee Newman At Count Besie's"—Joe Newman Quintet—SR 60696 (SI—MG 20696 (M)

NEAR EAST

"Anatelian Introduction"—Spere Spyros 45003 (M)

NEW JAZZ

"Pleasure Bent"—Roland Alexander 8267 (M)
"Evidence"—Steve Lacy with Don Cherry 8271 (M)

PRESTIGE

"Brether Jack Meets The Boss"—Jack McDuff & Gene Ammons 7228 (M)
"Dig It"—Red Garland & John Celtrane 7229 (M)
"Honi Gorden Sings"—7230 (M)
"Seuthern Comfert"—Frank Wess 7231 (M)
"Thunderbird"—Willis Jackson 7232 (M)

PRESTIGE INT'L

"The Best Of Isla Cameron"—13042 (M)
"Ceuntry Style"—Jack Elliett 13045 (M)
"Bonnie Dobson At Folk City"—13057 (M)

SWINGVILLE

"Can't Help Swingin' "—Jimmy Hemilton 2028 IM)

TRU SOUND

"Sabrina"—Alfredite Valdes 80000 IM)
"It's The Blues Man"—Eddie 'Blues Man' Kirkland 15010 (M)

Roping Some Hits

BALTIMORE—Johnny Crawford recently completed a nation-wide deejay tour on behalf of his two Del-Fi chart-riders "Cindy's Birthday" and "Your Nose Is Gonna Grow." The young performer is shown above demonstrating some roping tricks, he picked up on "The Rifleman" TV'er, to Buddy Deane on his top-rated WJZ-TV show.

HIT SOUND IN HOLLYWOOD

ASK:

• Joe Johnson about the NASHVILLE sound we give Challenge Records

• Jan and Dean about the HIT sound on "HEART AND SOUL" and others

• The Paradons about "DIAMONDS AND PEARLS"

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Phone: Hollywood 9-2239

Exhibitors Prep For N.Y. Stereothon Show

NEW YORK—Raymond V. Pepe, president of the Institute Of High Fidelity Manufacturers, has announced that negotiations are underway to have the world's first "stereothon" take place at the 7th annual New York High Fidelity Music Show, Oct. 2-6.

Plans for the show include an FM-Stereo radio station broadcasting directly from the N. Y. Trade Show Building for 72 consecutive hours. A guest celebrity will host the "stereothon" which will highlight the show's observance of "FM Stereo Week," and the first anniversary of FM-Stereo Broadcasting in the United States.

Also set for the show is its first "Ladies Day," with numerous special events for the ladies to be held in the second floor auditorium on Thurs., Oct. 4. They will include demonstrations by noted home decorators showing how hifi components can be used in furnishing typical rooms; a new line of "High Fidelity Fashions for Women" and clinics on how to assemble hifi components.

The manufacturers will display several million dollars worth of new hifi components.

Exhibitors have been reserving display space at a record rate, and latest figures indicate that manufacturers have reserved more than 25 percent more space than was needed last year.

The Institute predicts record attendance of more than 30,000 persons for the October show. The theme of the show will be "A New Dimension In Sound—FM Stereo."

Ready To Chirp

NEW YORK—Brenda Lee, who is currently riding the charts with her two-sided Decca smash of "Heart In Hand" and "It Started All Over Again," recently played a key engagement at Freedomland. The park's emcee, Danny Crystal, is shown above introducing the lark.

London Group Names Cerami To Post As Midwest Sales Head

CHICAGO—Sam Cerami, vet Chicago disk exec, has taken over as regional sales manager in the midwest for the London Group labels, it was announced last week by Walt Maguire, national promotion manager.

Cerami will cover the greater Chicago area, Milwaukee and Minneapolis.

Cerami was formerly sales manager for Potter Record Distributing, Chicago, this city, and before that he was regional manager for Top Rank Records. He also worked for Decca, Coral and Mercury. He will headquarter in Chicago.

"Wonderful World Of Music" Set For Seattle Fair

HOLLYWOOD—Jane Powell, Vic Damone, and Stan Kenton Have been signed by James Fitzgerald, executive vice-president of C.A.F. Enterprises to star in "The Wonderful World Of Music," which begins a week's engagement at the Seattle World's Fair Opera House Sept. 11. The finale of the show will highlight the achievements of composer Jimmy McHugh.

After the Fair, the show will do a series of one-nighters on the west coast, and will wind up at the Hollywood Bowl on Sept. 21.

Leslie In Newark Moves To Bigger Site

NEW YORK—The Leslie One-Stop operation in Newark, N. J. has moved to new and larger quarters at 129 Clinton St. The branch, already servicing customers at its new location, has a new manager in Mrs. Pat Casey. Parking facilities are one of the features of the new address. The firm was previously housed with the Runyon Sales Corp., which is vacating the building for new offices at the end of the year.

Bennett LP Gets San Francisco Promo

PHILADELPHIA—John T. Edgerton, buyer-service manager for Pic-A-Tune, Inc., of Oakland, California, came-up with a novel sales promotion idea for the new Tony Bennett LP, "I Left My Heart In San Francisco."

The retail outlets in which the promotion was featured were the tourist spots in San Francisco, action locations during the peak summer tourist season. The tourist attractions which were utilized included the San Francisco International Airport, Fisherman's Wharf, and Cliff House. Displays in these locations prominently featured a provocative sign reading, "Send an album to an underprivileged friend who lives elsewhere."

ABC-Par's Garr In N.Y.

NEW YORK—Irwin Garr, veep in charge of west coast operations for ABC-Paramount Records, arrived in New York last week for business conferences that followed an extended tour of the label's coast distributors.

Garr spends more than 50% of his time traveling throughout the west coordinating activities of the label's 10 western distribs. Garr, who'll be in New York for about 10 days, said that ABC-Par's coast offices are always interested in hearing masters. Label is releasing two masters from the coast, "The Scratch" by The Delanceys and "Page 77" by Rick & Johnny.

Bourne Active With Foreign Tie-Ins

NEW YORK—Bourne Music, the long-time pubbery headed by Bonnie Bourne, is getting lots of activity from its various associations abroad.

Bourne-France, just formed in association with Editions Tutti, the publishing affiliates of Philips Records, managed by Gerard Tournier, has already acquired for the French-speaking market such chart items as "Come On Baby" and "Little Red Rented Rowboat." In addition, the firm also has "Cathy," from the MGM flick, "Boys' Night Out," and "I Kneel at Your Throne," cut by Maxine Brown on ABC-Paramount. In England, Bourne Limited also has "Come On Baby" and "Cathy."

Bourne-Rank, formed less than a year ago in conjunction with the Rank Organization, is currently represented in the U. S. with two songs from the new flick, "Band of Thieves," starring Mr. Acker Bilk. The numbers, "Acker's Lacquer" and "Lonely," are included in the performer's Atco LP, "Above the Stars."

Bourne-Rank also acquired the theme song from the new Peter Sellers' pic, "Waltz of the Toreadors," cut by the Sherman Edwards orchestra on Laurie. Continental Film Distributors, working with Bourne-Rank, and Laurie. has planned an extensive promotion campaign for the import.

Prestige Extends, Bows LP Deal

NEW YORK—Prestige Records has extended its buy-seven-get-one-free LP deal, originally set to end Aug. 15, to Sept. 30. The label also has similar deals for its Prestige International and New Jazz labels that also terminate Sept. 30. A Bluesville plan, same as the others, will close as scheduled on Aug. 15.

Two New Distribs For Hickory

NASHVILLE—Two new distributors are now representing product from Hickory Records, according to Joe Lucus, sales manager. Mainline will carry the line for the Cleveland area, and Calmar Dist. will have the line in Dallas. Newly assigned to handle promotion in the south is Bill (Hoss) Allen, who's working on "Torture" by Kris Jensen and "Cajun Joe" by Rusty & Doug.

Texas Distrib Announces Merger

DALLAS—Housewares Distributing Company and its affiliates, Sav-A-Stop Inc. of Texas, Petco Wholesale Company and Record Distributing Company of Dallas, have announced a merger with Strong Cobb Arner Inc., manufacturers of ethical pharmaceuticals and proprietary drugs since 1883.

Since Strong Cobb Arner merged with the Rawson Drug and Sundry company of Oakland, California about a year ago, the new company will be called Rawson Drug and Sundry Company, Inc. of Texas.

Krasnow Exits Del-Fi

HOLLYWOOD—Bob Krasnow has resigned as national promotion director of Del-Fi Records, Cash Box learned last week. It's understood that Krasnow will serve in a similar capacity with another label—not named—around Sept. 1.

"A&R's" Monty LP, Wins Trip Abroad

NEW YORK—The winner of London Records nationwide Mantovani Contest is a supermarket clerk from Milford, N. J. The prize, a trip to England for two, was won by Angeleo Ruggiero.

His entry choosing the songs and title for Mantovani's next LP was selected from thousands of entries. The title of Ruggiero's LP is "Latin Rendezvous" and includes "Siboney," "Granada," "Amapola" and nine other popular Latin American numbers.

Contest entries were screened by London's A&R staff with the final choice made by Mantovani.

The Mantovani contest was featured in a broad national advertising campaign, trade advertising and at point of sale. The only way a person could enter the contest to recommend Mantovani's next LP was to buy his then current release "American Waltzes," and use the official entry blank enclosed in the LP. The contest ended June 30.

Every contestant who submitted a qualified entry to the Mantovani Contest received a special six selection Mantovani LP including some of the performer's most requested items.

Ruggiero and his wife will depart for England via BOAC on Sept. 15. They will be greeted upon their arrival in London by Maestro Mantovani. Subsequently they will attend the actual recording session of Ruggiero's LP.

The couple will be hosted by Mr. Joe Bott and his wife. Mr. Bott is London Records' national sales manager. Their itinerary includes shows, night clubs and tours.

Mr. Ruggiero is an avid Mantovani fan owning 32 LP's by the famous British conductor. Until now his favorite LP has been Italia Mia.

The contest winner has attended every local Mantovani concert and has his autographed photograph.

Circa Names Execs

HOLLYWOOD—Circa, the national distributor setup, has named Ovella Hall as administrative assistant to prexy Mike Elliot. In another appointment, Lea Champion is now credit manager of the firm. Circa has added two new labels to its representation roster. They are Amco, debuting with Terry Clark singing "You Better Change Your Ways" and "I'm Gonna Travel"; and Soozee Records, bowing with Ronnie Thompson's reading of "If By Chance."

Bond Salesman

NEW YORK—Johnny Mathis, who helped sell millions of dollars of government bonds in the past year, recently accepted a certificate "for service to the nation" from U. S. Treasury Department official Philip Littman and his assistant, Dona Pellicci, at the St. Moritz Hotel here. The chanter is currently putting his hopes in his recently-released Columbia coupling of "I'll Never Be Lonely Again" and "That's The Way It Is."

ADDITIONS TO DIRECTORY LISTS

The size of the annual Directory is sue necessitates deadlines much in advance of those required for a regular issue; therefore, additions or corrections to the directory lists which arrive just prior to the final deadline must be included separately.

Record Manufacturers

Diadon Records
5607 Melrose Ave
Hollywood 38, Calif.

Art Records, Citadelle, Unity
1224 North West 119th St.
Miami 50, Florida

Hit Records
218 Main Street
Peoria, Illinois

Charlie Parker Record Corp

Estate Record Co

Tad Record Co
8 East 48th Street
New York 17, N.Y.

Record Guild of America, Inc.
276 Fifth Avenue
New York, N.Y.

Shell Records

Gulf Records

Duel Records
157 W. 57th St
New York 19, N.Y.

Record Distributors

Topps Records
2218 N.W. 6th Street
Miami, Florida
Fred Waroon—FR 4-8166
(Col-Pix, Epic, Okeh, Amy, Mala, Dimension, Fury, Fling, Revelation, Ad Lib, Tri-Fi, Harvey, Ascot, Gordy, Newton, Orfeon, Dimsa, Alfa, Toto, Gerald, Caedmon, Melody, Vassar, Cortland, Witch, Ermine).

Good Music Promotions, Inc.
Walton Road
Palmyra, N.Y.
Gerald L. Griffin—LY 7-5003
(Arhoolie, Artia, Parliament).

Merit Music Dist. Inc
15773 Wyoming Avenue
Detroit 38, Michigan
John H. Schlee—Gene Silverman—UN 3-9119
(Cadence, Candid)

Fortaleza Record Dist. Inc
1670 Calle Atlas
San Juan, P.R.
Tony Rivera—782-2866
(Add to list of labels: Tamla, Motown, Gordy, Jude).

Music Publishers

Artres Publishers
P.O. Box 66
Miami 50, Florida

Charlie Parker Music

Janon Music

Mayhew Music

Tad Music

Marmaduke Music
8 East 48th Street
New York 17, New York

Gale & Gayles
101 W. 55th St.
New York, N.Y.

Madelon Music Co
5607 Melrose Ave
Hollywood 38, California

Saxon Music

Conquest Music

City Music
157 W. 57th St
New York 19, N.Y.

Promotion Men

Dave Siegel
1230 Norman Dr.
Columbus, Ohio

Pell Mell Bows

HOLLYWOOD—Dave Pell, A&R director and vice president of Tops Records, has announced that he is leaving Tops to form his own company.

The new company, called Pell Mell Music Productions, will package and produce LP's on a free-lance basis.

Pell produced more than 400 albums during the last four years.

Nice Work

ATLANTIC CITY—Vic Dana, who is currently clicking with "To Love And Be Loved" on Dolton, recently had a mighty pleasant chore here. The songster, who had been appearing at the Steel Pier, is shown above posing with "Miss Steel Pier."

Apollo Benefit For "Freedom Fund"

NEW YORK—A star talent lineup has been set for a benefit concert here this Sat. (11) at the Apollo Theatre to raise funds for the Southern Student Freedom Fund.

Appearing will be Tony Bennett, Sonny Rollins, The Caravans, Thelonious Monk, Art Blakey, Bill Henderson, Lloyd Price, "Moms" Mabley, Billy Taylor and Lambert, Hendricks & Bavan.

Set up by the U. S. National Student Association, SSFF seeks to aid those students in the south who have been expelled from school because of their leadership and/or participation in civil rights activities. Funds are also being used for bail and jail fines for sit-in students and freedom riders and will also be applied to voter registration projects in the south.

Producing the benefit is C. B. Atkins, head of Progressive Talents management office, this city.

New ASCAP Pubbery In Tannen Set-Up

NEW YORK—Natson Music, an ASCAP pubbery, has been formed here by Paul Tannen.

New firm is the only ASCAP firm in the Tannen set-up, which also includes Tannen Music, Ridge Music and Tanridge Music, all BMI firms. According to Tannen, Natson's catalog will be varied, covering pop, country and showtunes.

Additionally, Tannen said that he was on the lookout for writers who clear through either BMI or ASCAP.

Paul Tannen took over the operation of Tannen Music—which has one of the top country catalogs—after his dad, vet music man Nat Tannen, died in March, 1962.

Tanridge Music, formed last Jan., is currently hot with Johnny Tillotson's smash on Cadence, "It Keeps Right On A-Hurtin'."

All Tannen firms are located at 146 W. 54th St.

FOREIGN IMPORTERS

Representing

FOR U. S. A. NATIONAL DISTRIBUTION

- Ariola (Germany)
- Athena (Germany)
- Barclay (France)
- Decca Albums-Disques (France)
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- Festival (France)
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Pye Ups Benjamin To Director

LONDON—Louis Benjamin has been promoted to director of England's Pye Records and its subsidiary companies, it was announced last week.

In this week's section of the England column devoted to Top Twenty Congratulations—printed before word of Benjamin's new post—Benjamin's old post is stated.

Connie's A Cleffer

NEW YORK—A new song, "Italian Lullaby," from the MGM flick "Follow The Boys," was written by Connie Francis, the star of the film. Although it was composed for the film, director Richard Thorpe heard Connie singing it to herself and liked it so much that it was written into the picture.

Kapp Names Ganim As Midwest Promo Rep

NEW YORK—Phil Skaff, sales chief for Kapp Records, announced last week the appointment of Dennis Ganim as midwest promo rep for the diskery.

For the past two years Ganim, 22, was associated with M. S. Distributing Co. of Ohio.

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Delayed Inking Session

NASHVILLE—The Wilburn Brothers, who are currently pulling plenty of coin with their dual-market Decca click of "Trouble's Back In Town," recently signed an exclusive booking contract with the Wil-Helm Agency, this city. Inking new artists is not an unusual thing for the growing Music City talent stable but this particular case made it a little bit different. The Wilburns and Don Helms formed the agency primarily to handle their own booking but never got around to signing a contract themselves. With the success of "Trouble" everybody decided that it was about time to get the boys' names on the dotted line. Shown above (left to right) at the ceremonies are Bob Neal, Doyle Wilburn, Joe Taylor, Teddy Wilburn and Don Helms.

Victor Arden Dies

NEW YORK—Victor Arden, a top orchestra leader and pianist in many entertainment media, including disks, during the 20's, 30's and 40's, died here last week (31) at the age of 69.

Arden, whose real name was Lewis J. Fuilks, cut for such labels as Victor, Brunswick, Vocalion and Okeh.

With Phil Ohman, he formed a duo-piano act that performed in some of the most successful musicals of the 20's, including many by the Gershwin Bros., and was featured in the Roxy Theatre broadcasts.

He also conducted many radio shows, made movie shorts in the 30's and 40's and wrote arrangements for hundreds of player-piano rolls.

A wife and two sons survive.

Kapp "Reflects" Sunshine

NEW YORK—The newly formed merchandising division of Kapp Records has come up with a sales promotion idea which features a novelty LP bag and sun reflector. The bag, designed to hold six LP's, can be used as a sun reflector when opened.

The "reflector" is being shipped in quantity free to all Kapp distributors.

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World Pacific To Handle Horizon, Folk Diskery

LOS ANGELES—An agreement has been finalized whereby Jazz-inclined World-Pacific Records has become the exclusive domestic and foreign distribution of Horizon Records, which features a folk-music line.

Dave Hubert, president of Horizon, will act as an independent producer with complete control over creative decisions concerning artists, material and packaging.

The first Horizon LP release under the distrib deal, set for Aug. 15, consists of six LP's, which will be available on a two-free-for ten plan.

The albums are: "The Balladeer" by Hoyt Axton, "When I Was A Young Girl" by Barbara Dane, "Sing & Play Folk Song" by Jim & Art, "The Best Of Katie Lee," "Rockin' The Cradle" by Judy Mayhan, "Travis On Cue" by Travis Edmonson.

A single, "Greenback Dollar" by Hoyt Axton, is also part of the initial release.

Brandes Label Formed In N.Y.

NEW YORK—The Brandes label has been formed here by Mrs. Therese J. Brandes, president of The James Dean Memory Club. Initial release from the diskery is "Jingle Mint Twist" by Sammy Marshall, written by Mrs. Brandes and Norris Mayams, vet cleffer and performer. Circa is doing national distribution for the label.

As president of the Club, Mrs. Brandes has collected large sums of money and distributed it to various accredited charities in the name of the Club. She also holds weekly parties in her home for teenage fans of the late star. All royalties from the initial Brandes release will be donated to The Sally Joy Brown Christmas Toy Chest and other registered charities in the name of the James Dean Memory Club.

More Jingle Chores For Les Baxter

HOLLYWOOD—Les Baxter, the maestro-arranger-writer, has been signed to compose and arrange the music for five TV commercials, three for AC Spark Plugs and two for AC Oil Filters. Baxter, whose disk sessions are now released on Reprise, recently completed four commercials for TWA.

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VIEWS WORLD PROSPECTS FAVORABLY

The twelve months that have elapsed since the last issue of "The Cash Box" annual directory have been a year of continued progress for Electric & Musical Industries Limited (E.M.I.). Total Group turnover is expected once again to be up to the quarter-billion dollar mark. Records still represent a very big share of this though much of it comes from E.M.I.'s activities in the electronics and domestic appliances fields.

In a recent interview, E.M.I. executives disclosed that, world wide, E.M.I.'s sales of records for the year July 1961—June 1962 look like showing a satisfactory advance over the year 1960/61. In view of troubled conditions in many overseas territories, this continued over-all improvement is regarded as very satisfactory.

E.M.I.'s position has been exceptionally strong in Britain—on the official Government statistics for January/March 1962, the total U.K. industry showed an improvement of 10% over the previous year while, for the same period, E.M.I.'s sales increased by considerably more. For further details about E.M.I.'s U.K. record business, please see the separate article in this issue.

Other important territories where results have shown an exceptionally good improvement over the previous year's trading include Australia, New Zealand, Spain, France, India, Greece, and Chile. In certain other markets, the record business generally has taken a knock—usually because of the temporary set-back that occurs as television really gets into its stride. One such country is Sweden, but even there, E.M.I. has been able to show a considerable increase in its share of the market and from the latest official statistical information available for 1962, the E.M.I. company was holding a bigger share of the market than at any time in the past.

E.M.I. continues to expand by the establishment of its own manufacturing subsidiaries. The latest addition to the family is a company in Nigeria, with its own record plant and recording facilities. Headed by Mr. E. F. Wyngaard, it is expected that this new production centre will prove a very useful base for expanding sales in the newly created African States generally.

Another area where a considerable change in organisation has taken place is the Far East. E.M.I. have been building up very considerably the activities of their Hong Kong branch, which has taken over many of the functions handled previously by the branch in Singapore. The Hong Kong centre co-ordinates supplies from a variety of sources, particularly India, Australia, and the U.K., as well as direct from America, to distributors in Malaya, Singapore, Borneo, the Philippines and various other South East Asian countries.

On the continent of Europe, record business generally has continued to be very good indeed, to a large extent because of the general prosperity and the beneficial effects of the Common Market on the countries forming that Group. The interchange of finished product in the record field is increasing rapidly throughout the Common Market area and when this association is extended by the inclusion of Britain and the other European countries who are not yet members, this trend is likely to be intensified. Needless to say, the development presents many problems, and E.M.I. have appointed Mr. Roger Degoy, formerly head of their Italian company, to study and co-ordinate policy on Common Market questions (the top post in "Voce del Padrone," the Milan affiliate, has been taken over by Mr. Francois Minchin, well known to many American record men from his long association with Pathe Marconi in France).

American readers of "Cash Box" will be particularly interested to know how these various developments are going to affect the American record industry. One thing seems fairly certain: in Europe, with rapidly increasing interchange of product and movement of population from one country to another, the European recorded material is gaining ground at the expense, to some extent, of American pop product. This is not surprising, as more and more European musicians and performers generally are continually moving around and getting exposure through personal appearances, both live and on T.V. To some extent, the same tendency can be seen in certain overseas markets such as Australia, New Zealand and Latin America, and is attributed in those areas to the spread of T.V. which favours local performers.

This trend should not be interpreted as implying any catastrophic decline in the interest for American pop material. The enormous success enjoyed by "The Twist" is ample proof of this—backed up by highly successful personal appearances of Chubby Checker, it has swept like wild fire through many countries—but even so, some of the big selling twist recordings have been of European origin, in particular those made by Richard Anthony in France, and as regards American pop material generally, the public has undoubtedly been growing increasingly selective. The American recording which has appeal can still sell a million copies in Europe—but the run of the mill rock and roll or ballad recording is not going to make a fortune for anyone in Europe even though it may have achieved high ratings in the American charts.

Thanks to its world wide organisation, E.M.I. is in a particularly favourable position for keeping its finger on the pulse of the demand for American repertoire. The main American line handled by the E.M.I. companies is of course Capitol. E.M.I. companies are also handling Liberty in all important territories outside the U.S.A. and Canada. They are also distributing M.G.M. in a wide range of countries. In addition, the Group companies distribute many other American recordings, hitherto mainly under the E.M.I. trademarks "His Master's Voice," "Columbia," "Parlophone," "Odeon," Electrola," etc. However, to bring about a closer association in the mind of the purchasers with American material, the E.M.I. companies are now pressing much of this material on a newly-created Group label "Stateside" which has already been launched in England and is in the process of introduction in all other major markets.

Organisationally, the E.M.I. record business has not undergone any striking changes over the past year. Sir Joseph Lockwood, as Chairman of the parent company, E.M.I. Ltd., continues to direct the activities of the Group as a whole, seconded by Richard Dawes as head of the Records and International Division. Supervision of E.M.I.'s overseas subsidiaries outside the U.K. is now in the hands of Geoffrey Bridge as head of the Overseas Division, to whom the managers of the various overseas companies are responsible (his predecessor in the post, Graham Hurst, has moved on to a top executive post with Morphy-Richards, E.M.I.'s company in the household appliances field). Contact with the American record industry is maintained on the English side by Leonard G. Wood, managing director of E.M.I. Records Ltd., and on the international side by Peter Gardiner-Hill, head of the International Commercial and Repertoire Department, seconded for the pop repertoire by George Alexander.

(left)
SIR JOSEPH LOCKWOOD
Chairman: E.M.I. LTD.

(right)
R. DAWES, E.M.I.

Wherever you're going...

. . . you are almost certain to find records of the E.M.I. Group of companies on sale. We reckon that, outside the communist countries, one record in four throughout the world is sold through E.M.I. In all the major record markets you will find E.M.I. companies with their own, up-to-date pressing plants and recording studios, and aggressive distribution and promotional organisations.

Here are the names of the E.M.I. companies in the record field:—

ARGENTINA: Industrias Electricas y Musicales Odeon S.A.I.C. Corrientes 485, Buenos Aires.

AUSTRALIA: E.M.I. (Australia) Ltd., Box 352, Haymarket P.O., Sydney, N.S.W.

AUSTRIA: Oesterreichische Columbia Graphophon, G.m.b.H., 1/1, Führichgasse 2, Vienna 1.

BELGIUM: S.A. Gramophone N.V., Boulevard Maurice Lemonnier 171, Brussels.

BRAZIL: Industrias Eletricas e Musicais Fabrica Odeon S.A., Caixa Postal 2752, Rio de Janeiro.

CANADA: Capitol Records of Canada Ltd., 635 Queens Street East, Toronto, Ontario.

CHILE: Industrias Electricas y Musicales Odeon S.A., Casilla 186-D, Santiago.

DENMARK: Skandinavisk Grammophon Aktieselskab, Høffdingsvej 18, Copenhagen-Valby.

EIRE: The Gramophone Co. Ltd., 23, Lower Dominick Street, Dublin 1.

FRANCE: Les Industries Musicales et Electriques Pathe Marconi S.A., 19, Rue Lord Byron, Paris (8e).

GERMANY: Electrola G.m.b.H. Maarweg 149, Cologne.

GREECE: Columbia Graphophone Co. of Greece Ltd., P.O. Box 287, Athens.

HONG KONG: Electric and Musical Industries Ltd., P.O. Box 14694, General Post Office, Hong Kong.

INDIA: The Gramophone Company Ltd., P.O. Box 48, Calcutta 1.

ITALY: "La Voce del Padrone-Columbia-Marconiphone" S.p.A., Via Domenichino 14, Milan.

NEW ZEALAND: "His Master's Voice" (N.Z.) Ltd. P.O. Box 296, 162/172, Wakefield St., Wellington, C.I.

NIGERIA: E.M.I. Nigeria Ltd., P.O. Box 641, Jos.

PAKISTAN: The Gramophone Co. of Pakistan Ltd., P.O. Box 451, G.P.O., Karachi.

SOUTH AFRICA: E.M.I. (South Africa) (Pty.) Ltd., P.O. Box 11254, Johannesburg.

SPAIN: Compañia del Gramófono-Odeon, S.A.E., Apartado de Correos 588, Barcelona, (11).

SWEDEN: Skandinaviska Grammophon AB, P.O. Box 27053, Stockholm 27.

SWITZERLAND: Emiag Verkaufs-A.G. der Electric & Musical Industries Ltd., Zweierstrasse 35, Zurich 4.

TURKEY: Gramofon Limitet Sirketi, Halkali Caddesi 85, Yesilkoy, Istanbul.

UNITED KINGDOM: E.M.I. Records Ltd., Manchester Square, London W.1.

U.S.A.: Capitol Records Inc., Hollywood & Vine, Hollywood 28, California.

In addition, E.M.I. records are manufactured under licence in 16 other countries and are distributed on the basis of imported product in well over 100 more.

EMI

ELECTRIC & MUSICAL INDUSTRIES LTD., HAYES, MIDDLESEX, ENGLAND

E.M.I. RECORDS LIMITED

LEN WOOD
Managing Director
E.M.I. RECORDS LTD.

RON WHITE
General Marketing Manager
E.M.I. RECORDS LTD.

ARTHUR MUXLOW
General Promotion Manager
E.M.I. RECORDS LTD.

The year ended June 30th 1962 was the biggest ever in the history of E.M.I. Records Limited.

During the year E.M.I. averaged over 40% of the Top Twenty Pop Charts, over 80% of the Top Ten E.P. Charts and almost 50% of the L.P. Charts.

In the "New Musical Express" poll for 1961 E.M.I. won 10 out of a possible 16 first positions and a total of 28 out of 49 of the top 3 positions.

In the "Melody Maker" poll for 1961 E.M.I. obtained 9 out of a possible 10 first positions and out of a possible 30 top three positions E.M.I. won 22.

In February 1962 The Gramophone Record Retailers' Association sponsored jointly with "Record Retailer" an award scheme for various classes of records. There were a total of 15 awards, of which E.M.I. won 9. A special award was made for the best promotion of the year and this was also given to E.M.I. Records Limited. A further special award was made to the most promising newcomer of the year and this went to Columbia's popular young singer Helen Shapiro.

E.M.I. were also fortunate in winning an Ivor Novello Award for the top selling British "A" side with their record of "Walkin' Back To Happiness" by Helen Shapiro.

During the year three Columbia artistes were awarded Gold Discs for sales exceeding one million copies—these were Cliff Richard for "The Young Ones," Acker Bilk for his single of "Stranger On The Shore" and The Shadows for their record of "Apache."

At the time of writing (May 1962) E.M.I. has been awarded 15 Silver Discs for sales exceeding a quarter of a million. This is higher than any other company's achievements in the year.

During the year under review 2 Silver L.P.'s were awarded to E.M.I. artistes for album sales exceeding a quarter of a million. These were to Cliff Richard and to George Mitchell's Black and White Minstrels.

In January 1962 Mr. Acker Bilk with his "Stranger On The Shore" was the first traditional jazz musician to win a Silver Disc for 250,000 sales in the history of the U.K. Charts.

Since July 1961 E.M.I.R.'s unit sales of 45 r.p.m. Singles have increased by almost one-fifth. Album sales have continued to enjoy the steady growth percentage of the past years. The strong repertoire of Capitol Records Inc. continues to secure a high percentage of E.M.I. Records Limited total album sales. Amongst the best selling Capitol albums are such favourites as "Carousel," "The King And I," "Oklahoma."

One of E.M.I. Records Limited greatest strengths is in its Radio Luxembourg shows. Radio Luxembourg is a commercial radio station which is widely heard in the U.K. E.M.I. Records Limited sponsor 17 programmes each week with a total air-time of 9 hours. This is an increase of 2 hours over 1960/61 and it is planned that a further 4 programmes will be taken within the next few weeks bringing the total air-time up to 10¼ hours. E.M.I.R. employ many of Britain's top disc jockeys and are achieving ever increasing listening figures. Many of their shows attract audiences of over two million. David Jacobs, who is an E.M.I.R. disc jockey, was awarded the Top Disc Jockey position in the "Melody Maker" and "New Musical Express" Awards this year.

The "Monday Spectacular" which was introduced last year has proved so successful that it has now been shifted to a peak time on Friday evenings and consists of an hour long show recorded live before a teenage audience. The majority of Britain's top recording stars contracted to E.M.I.R. make regular appearances on this show and many American visiting artistes have appeared on the show during the year.

The popularity of traditional jazz reached a new peak during the year under review and E.M.I.R. introduced a new show on Radio Luxembourg called "Trad Club." With the fantastic success of the Twist the show has now been changed to the "Twist And Trad Club." This is again a live show recorded before a twisting teenage audience at E.M.I.'s headquarters in London's Manchester Square.

During the year E.M.I.'s vast Exploitation Department was increased by two additional exploitation men and the British and American repertoires were split to enable greater concentration to be given to each of these two important sectors of E.M.I.R.'s business.

There can be no doubt that E.M.I.R.'s Promotion Department is still head and shoulders above all other companies' promotion departments in the U.K., employing many people who have close personal links with the entertainment industry—thus ensuring that E.M.I.R.'s records receive maximum radio, television and press exploitation.

The combined circulation of E.M.I.R.'s two monthly newspapers—"Record Mail" for pop repertoire and "Record Times" for classical repertoire—now exceeds 225,000.

On June 15th E.M.I. sponsored a new monthly magazine devoted entirely to jazz records. "Jazz Scene" is not an obvious advertising medium; it is edited independently by well-known jazz personality Peter Leslie. This paper consists of 32 pages and retails at 1/6d. E.M.I. feels that there is a very large untapped market for jazz in the U.K.

Exploitation and promotional "stunts" are one of the specialities of E.M.I.'s General Promotion Manager. During the year tie-ups were arranged with Interflora to promote "Say It With Flowers"; a camel was imported from the zoo for "Sahara" by The Temperance Seven and created quite a stir when it ambled through London's sedate Manchester Square; the Arthur Murray Dance School cooperated with E.M.I.R. to promote the Joe Loss record of "Twistin' The Mood" by providing all purchasers of the record with a free 5 guinea voucher to help customers to perfect the "Twist." E.M.I.'s full facilities were made available to the Rank Organisation to assist them to produce a film in their "Look At Life" series featuring Helen Shapiro singing "Walkin' Back To Happiness." This film was made in the E.M.I. Studios and at the Hayes factory. Some shots were filmed in the H.M.V. Retail Store in Oxford Street, London. The film traces the progress of a hit record from the recording session until the record is actually on sale in the retail shops.

In August 1961 a new label——"ENCORE"—was launched by E.M.I.R. to sell at the low price of 23/3d. for a 12" L.P. This series consists of re-issues of deleted material and includes a number of 'pop' artistes as well as certain classical repertoire. This was E.M.I.'s first venture into the low priced 'pop' L.P. market.

In October 1961 Mr. L. G. Wood, E.M.I.R.'s Managing Director, signed a long term contract with Liberty Records for the exclusive distribution of Liberty through the E.M.I.R. Organisation in most parts of the world excluding North America. A launching party was held and was attended by Bobby Vee together with top Executives of Liberty who flew to England specially for this important occasion. This was the first time that Liberty records had been on sale in the U.K. under their own trade mark.

In November 1961 E.M.I.R. signed a contract with Laurie Records.

In May 1962 E.M.I. made a deal with C.B.S. for E.M.I.R. to handle the "Epic" and "Okeh" repertoire in the U.K. and certain other territories.

The E.M.I.R. contract with the Rank Organisation which was signed in September 1960 came to an end on 30th April 1962. After that date no further Top Rank records were issued in the U.K. but manufacture of the existing repertoire continues for a further period.

In June 1962 a new label was launched on the British market by E.M.I. The label features non-classical repertoire primarily from the United States and is being heavily promoted under the new trade mark of "Stateside." The repertoire is drawn primarily from the many independent manufacturers in the U.S.A.

An era closed in March 1962 when E.M.I.R. finally decided to bury the 78 r.p.m. record. No further 78s are now being manufactured in the U.K. by E.M.I.

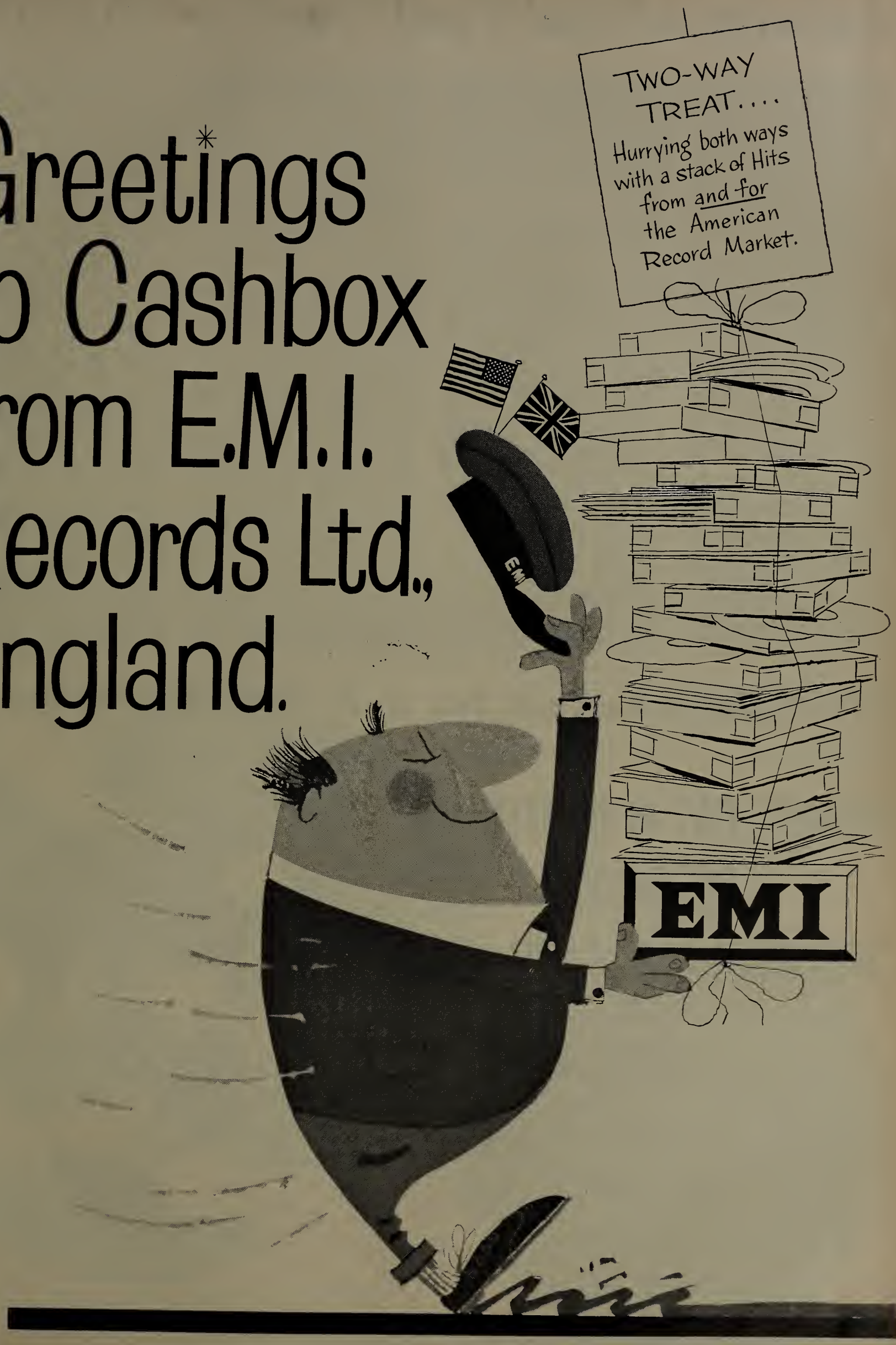
With almost one and a half million domestic tape recorders now in the homes of the British population E.M.I.R. decided to enter the 3¾ i.p.s. twin track mono tape record market. On June 15th they launched their first release of 18 tapes primarily of a 'pop' nature and including many of the proved disc best sellers emanating from the U.K. and from American labels. So far E.M.I.R. is the only major manufacturer to enter the recorded tape field. In 1954 they introduced the first twin track mono tape records at 7½ i.p.s. and in 1955 the U.K. heard stereo reproduction for the first time from E.M.I. 7½ i.p.s. stereo tapes which have proved steady sellers over the years.

E.M.I.'s reputation of supplying more point of sale material for dealers than any other company has been maintained during the year and a continuous flow of window displays, counter units, posters and other printed matter has been sent to dealers throughout the country.

Whilst the Company has over 60 years' experience of the record business in the U.K., its executive team is young in years accounting for the unbounded enthusiasm which results in a permanent place for E.M.I. Records Limited in the forefront of U.K. record companies.

Picture taken at E.M.I.R.'s weekly American Marketing and Selection Meeting shows (centre) Roland Rennie—Manager Licensed Repertoire Department with (left to right) F. Exon, J. Snell, D. Everett, R. Squires, A. Palmer and R. Oldfield.

Greetings to Cashbox from E.M.I. Records Ltd., England.



England – The Past Twelve Months

Another highly successful and satisfying year for the British recording industry. Board of Trade figures show that both production and sales of disks at all speeds have increased, apart from 78 rpm records which are now virtually extinct. The slight but welcome purchase tax concessions contained in the April budget were at least a long awaited fillip to an industry whose expansion to its full sales potential is still inhibited by the punitive level of purchase tax which, at 45% although the lowest for many years, is still the highest on the continent of Europe.

Sales-wise the statistical spotlight of the past twelve months has been firmly focused on the LP where the greatest progress has been made. Rapidly gaining in popularity with all age groups, including the teenagers who still account for the major proportion of the singles market, there are signs that the album may one day dominate the selling scene in Britain as it already does in the States. Meantime however, single sales, up on last year, remain satisfactorily stable. EPs, too, sold in high quantities but a slackening in releases at this speed has been noticed in recent months and it seems likely that the EP is destined to play a very minor role in the disk business of the future.

The sales volume enjoyed by a chart topping single today is considerably lower than a few years ago. In the middle 50s (when 78 rpm's held sway) half a million was commonplace. Now, with EPs and LPs shaping the market, figures are lower. Today, with the exception of Elvis Presley and Cliff Richard, 100,000 plus, speedily notched up in one or two weeks, can take a disk to the top. By the same token 60,000 can make the Top 10 and it is possible to wag the tail with 15,000. Many disks which inhabit the lower regions of the charts without ever scaling the heights can, over a long period, achieve a very healthy volume of sales. Undoubtedly, the very excellent range of low priced LPs now issued by the major manufacturers has played an important part in stimulating album interest particularly in the classical field. LPs by 'pop' artistes are not generally the biggest sellers—again except for Presley and Richard. Show and film music LPs however, both enjoy high sales and chart status over long periods.

Despite a slight increase in stereo sales, particularly in the operatic field, progress generally continues to be slow and somewhat disappointing, mainly due to the high pricing of equipment and disks enforced by the amount of purchase tax levied. The biggest stereo boost came from Decca with the introduction, earlier this year, of Phase 4—the revolutionary four-track stereo recordings developed and perfected in London under the guidance of American A&R engineers first released in the States on London and earlier this year on Decca.

The increasing number of British artistes achieving chart success not only in this country, but on the continent and in America, first evidenced in 1960 has been maintained. British chart honours have been shared by the major companies notably from EMI with Cliff Richard, The Shadows, Acker Bilk, Matt Monro, Helen Shapiro whilst artistes like Billy Fury, Karl Denver, Anthony Newley and Eden Kane kept the Decca label constantly in the Top 10. Philips were represented by Frankie Vaughan and Cleo Laine while Pye further enhanced their chart reputation with a string of hits from established stars Lonnie Donegan, Kenny Ball, Petula Clark and are currently riding high with newcomer Jimmy Justice. Of these Kenny Ball, Acker Bilk and Lonnie Donegan have not only registered a high sales impact in the States but have emerged victorious with Gold disks for their transatlantic successes "Midnight In Moscow" (Kenny Ball); "Stranger On The Shore" (Acker Bilk) and "Does Your Chewing Gum Lose Its Flavour" (Lonnie Donegan) who, incidentally, also received a second Gold disk for "Rock Island Line"—a number he recorded whilst under contract to Decca several years ago.

Another British artiste to collect his second Gold disk was Cliff Richard —Britain's nearest equivalent in sales force to the phenomenal Elvis Presley—for "The Young Ones"; his accompanying group The Shadows, now equally famous in their own right collected their first Gold disk for "Apache" as did The Allisons for their own composition "Are You Sure" with which they tasted fame and fortune in 1961. Sir Joseph Lockwood, Chairman of EMI and Sir Edward Lewis, Chairman of Decca made special Gold disk awards to violinist Yehudi Menuhin and bandleader Stanley Black for LP sales exceeding 1,000,000. That there were Silver disks among the Gold is evidenced by the fact that in the last 12 months a total of 34 awards were made for sales exceeding 250,000—20 to British artistes and 14 to American. It is interesting to note that since the magazine Disc" introduced this award three years ago a total of 100 presentations have been made. Of these 55 have been won by British artistes.

Several artistes have made spectacular progress in the last twelve months. Of these Billy Fury (Decca), Frank Ifield (Parlophone), Joe Brown (Piccadilly) although by no means new to the disk scene have had to wait until now before achieving the chart rating they deserve. Having established himself with "Halfway To Paradise" the name of Billy Fury became a regular feature of the British charts; Frank Ifield is currently enjoying his first major success with "I Remember You" whilst Joe Brown hit the No. 1 spot with "Picture Of You." Topping the list of artistes to 'arrive' in 1962 is Helen Shapiro. This phenomenal teenage wonder has achieved international status and is in demand throughout the world. Helen has done for the beat in 1962 what Matt Monro did for the ballad in 1961. Both artistes have given the industry a welcome shot in the arm. Danny Williams sang his way into the limelight with the ballad "Moon River" and success was assured with his follow-up "Jeannie." Two newcomers made the charts at their first attempt and with comedy disks. Bernard Cribbins with "A Hole In The Ground" and Mike Sarne who went to No. 1 with "Come Outside" both on Parlophone.

Other artistes worthy of special mention are Jimmy Justice for his recordings of "When My Little Girl Is Smiling" and "Ain't That Funny" on Pye and Karl Denver who yodelled his way into the charts with "Wimoweh" and "Never Goodbye" on Decca. "Never Goodbye" was first aired in the British heats of the Eurovision Song Contest and although unplaced was the only number to subsequently make the Top 20.

The value placed on the British market by stateside stars became obvious during the year by the number of working visitors to these shores. Nation wide tours were undertaken by Johnny Burnette, U.S. Bonds, Gene McDaniels, Bobby Vee, Clarence 'Frogman' Henry, Bruce Channel, Jerry Lee Lewis and Nelson Riddle and many stars came across for major TV shows including Jo Stafford, Bing Crosby, Peggy Lee, Dorothy Provine, Jimmy Dean, Bobby Rydell, Neil Sedaka, Brenda Lee etc. Frank Sinatra's June concerts in London which climaxed his international

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England – The Past Twelve Months

charity tour created tremendous public interest and the demand for tickets far exceeded the supply.

Craze wise it has been a year of twist and of trad jazz. At first it looked as if the twist would slip more disks than it would sell and flop in the same way as its predecessor the Madison had done. But Chubby Checker's disks aided by personal appearances and promotional gimmicks in the national press started off a twisting snowball which is rolling still. The fad has not produced any new British stars and although a formidable flood of twist disks of all kinds and speeds gushed on to the market Chubby Checker and Sam Cooke have been the only ones to score substantially. The craze has, however, provoked a lot of activity in dance halls and ballrooms which has not been limited to the teenage generation.

Trad jazz—a music midway between the Stateside New Orleans and Dixieland styles had a bumper year spearheaded on disks and on tour by the bands of Acker Bilk, Kenny Ball, Dick Charlesworth, Terry Lightfoot, Alex Welsh and others. Indisputably Mr. Acker Bilk and Kenny Ball are the two exponents most deserving credit for the transatlantic chart success of trad jazz. First to climb the American Top 100 was Kenny Ball with "Midnight In Moscow" reaching the No. 2 position. A few weeks later Mr. Acker Bilk with "Stranger On The Shore" became the first British artiste of the decade to reach the No. 1 slot.

There was a considerable amount of label activity and changeover during the year between record companies. United Artists and Liberty Records passed from Decca to EMI where the UA repertoire now appears on HMV and Liberty material is marketed on its own label within the EMI organisation. Officially launched in February by the company's President Al Bennett the label is currently enjoying two chart entries with Bobby Vee's "Sharing You" and "Don't Ever Change" by The Crickets. EMI also took on the Epic and Okeh labels for issue on Columbia. Following the expiry of the contract between EMI Records Ltd. and the Rank Organisation the Top Rank label has now ceased to function and certain of the label's stars such as Dion, The Shirelles and local talent including Bert Weedon and John Leyton have transferred their activities to the HMV label. EMI Records also inaugurated the Stateside label to handle repertoire flowing from their tie ups with smaller American independents and similarly Decca started an international series called London-Globe as an outley for repertoire, both pop and classical, from their associates overseas. During the year Decca also renewed their contract with Dot Records released here on the London label. Another innovation of the Decca year was the formation of a new production team headed by A&R Manager Dick Rowe to handle the company's pop singles output.

Perhaps the most momentous change of the year has taken place within the Philips organisation. Following the merger earlier in the year between Philips and Mercury the Philips label was introduced to the American market. Three months after renewing their association with Columbia Records. Inc. plans were completed for the launching of the CBS label and Great Britain became the first European territory to handle CBS, chart success came early with Dave Brubeck's "Unsquare Dance" and Eydie Gorme's "Yes, My Darling Daughter." The next Philips move was the acquisition of Interdisc's American labels for distribution hree on Fontana. The fact that both CBS and Interdisc are distributed solely by Philips highlights the growing association between major labels and the wholesale trade. EMI, Decca and Philips have their own wholesale outlets whilst Pye also maintain a system of direct distribution to the trade. This linking of disk manufacturers with the main wholesale factors might well lead to the eventual introduction of the American method of rack jobbing in this country so far as our smaller independents are concerned.

Another American trend gaining favour with certain manufacturers here is the marketing and promotional tie up between disks and non allied products.

During the year under review, EMI, Decca and Philips have all introduced new series of low priced LPs. First came EMI's Encore—devoted to recordings both classical and popular by international artistes which have been deleted from the catalogues for at least a year. A few months later came Decca's Ace Of Hearts—comprising material from the U.S. Decca catalogue previously issued here on Brunswick. Philips contribution was the launching of the B.I.G. series of popular and classical recordings. Meantime Pye's Golden Guinea low priced LP series celebrates its third anniversary and on one of his visits to America London Manager, Louis Benjamin, presented Dave Miller of Somerset Records with a Gold disk to mark over 1,000,000 Golden Guinea sales. The crowning achievement in a year of accelerated progress for Pye was the acquisition last autumn of Sinatra's Reprise label. The company also launched three new domestic labels—Pfe-Plus Nonesuch spoken word recordings; Pye-Jazz with material drawn from American and England and Piccadilly, for the promotion of British artistes.

The seeds of Oriole's large scale expansion programme were sown with the appointment of John Schroeder as A&R singles manager leaving Reg Warburton, now in his fourth year with the company, to supervise LP production. Schroeder, formerly with EMI and closely associated with the success of Helen Shapiro, quickly got to work with a well sustained campaign of singles. Further expansion followed with releases from the American Time Catalogue on the new Time-Oriole label.

Among the new independents Leomark made a notable impression on the market with their first LP release of The New English Bible—New Testament nominated "The Best Spoken Word Recording of 1961." Produced under licence from the Oxford and Cambridge University Presses the recordings feature the voices of some of this country's leading actors and actresses; and are available in Eire, Australia, Tasmania, Malaya, Korea, Japan, Africa, India, The West Indies, Central America and Europe. Contracts have just been signed for their release in the U.S. and Canada on Columbia, South Africa (Gallo) and New Zealand (Delta).

Delyse, as well as enjoying continued success both at home at overseas with their "London" record further enhanced their reputation with a concert of Welsh Songs LP. They also entered the childrens market with "The Railway Engine" and "The Chestnut Man" EP series narrated by Johnny Morris. Philharmonic Records, specialists in classical recordings, completed new distribution deals in France, Sweden, Holland, Belgium and America. Recordings of authentic 18th century military band music were also added to their ever growing catalogue. Jazz-wise a long term renewal contract was signed by Esquire Records for the continued release, on an exclusive basis, of maters from the Prestige and New Jazz Records

(Continued on page 8)

ENGLAND — Past 12 Months

(Continued from page 7)

of America. Esquire also enjoy success with their subsidiary label, Starlite, which specialises in country & western, rhythm and blues and folk music. Another company in this category is, of course, Melodisc Records who, during the year, acquired the Jewish Tikva catalogue and launched three new labels Dice, Chet and Simca. Newcomer Island Records, specialists in rhythm and blues from masters imported from Jamaica and the U.S. set up business over here in May under the direction of Christopher Blackwell. To date six singles have been issued. Highlight of the year for Ember International was the first release of a new low priced Celebrity series of LPs. Label boss Jeff Jruger is one of the independents determined to forge ahead with rack jobbing plans and the sale of Ember disks alongside non-allied products. Transatlantic Records, who in the last two years, have released an extensive range of Conversaphone language disks imported from the States, had their biggest success with their own "Live With Love"—a series of sex educational talks. Following the Royal College of Physicians report linking lung cancer with smoking Transatlantic issued an EP "No Smoking" which has since been recommended for use in Health Departments throughout Britain. Less sensational but highly commendable are the Shakesperian records released by Argo featuring some of this country's finest actors and actresses. The label also revealed its versatility by issuing two collectors items "Trains In The Night" and "60 Years of Motoring" for railway and vintage car enthusiasts. Saga continued to release their low-priced classical recordings and are now issuing Dandy tapes for marketing alongside the Dandy childrens disks. It has been a year of change for Central Record Distributors, the Interdisc group of labels previously distributed by them having passed to Philips. However, CRD still retain exclusive distribution rights to Blue Note, 77, Storyville, Folklore and Tropical. Deutsche Grammophon (Great Britain) Ltd. report a substantial increase of all marks during the past twelve months. In April for the second year running a contingent of British record dealers were the guests of DGG on a two-day visit to their German factory.

North of the border Waverly Records continue to supply the demand for authentic recordings of Scottish music by native artistes. Since their first 12" LP "Festival Of Edinburgh" issued three years ago Waverly have built up a catalogue of over 50 releases. An indication of their success in the opening in August of new and modern studios. During the year Associated Recordings stepped up distribution and acquired exclusive rights to the American Savoy label. They also launched their Arc Record Club, the only one of its kind to be operated through dealers. New recruits among the ranks of smaller independents were Aral and Salvo. Salvo folded within a few months. Another casualty was Audio Fidelity whose London office was closed after three years of operation. However, negotiations are being completed for Philips to take over distribution of the Audio Fidelity lines here in the Autumn. Monty Lewis of Rainbow Records informs that a new company Pickwick International (Great Britain) Ltd. will commence operations in October.

Publishing wise several newcomers have energed in Tin Pan Alley. Dick James, after a long association with Sidney Bron, left to form his own company and Freddie Poser departed from Mills Music to branch out on his own. Joe Roncoroni dissolved his partnership with John Fields and opened Mistletoe Melodies. From America came Lee Pincus with the Gil Pincus catalogue now operating here as Ambassador Music. Established publishers report a year of continued progress, despite the fact that sheet music sales even for a number at the top of the charts are no longer comparable with a few years ago. However, with record sales on the increase what the publisher loses on the swings he gains on the roundabouts. The increasing popularity of British artistes and material has resulted in chart honours being more evenly divided between America and Britain.

Companies who have derived considerable benefit from British material in the past year include Francis Day & Hunter, Robbins and Feldman Group with "Wonderful Land," "A Girl Like You," "Kon Tiki," "Romeo" and "Softly As I Leave You." Others being Southern Music (Johnny Remember Me); Kassner (Jeannie); Filmusic (Walkin' Back To Happiness); Sidney Bron (My Friend The Sea); Lorna (You Don't Know); Sherwin (Stranger On The Shore); Essex (Well I Ask You & Midnight In Moscow) and Mills have a current hit with Guitar Tango. Appollo Music had a good year with Lionel Bart's score from Blitz. As far as musicals in general the Chappell Group handled The Music Man (Frank); Sail Away (Chappell) and had single hits with "Moon River," "Tower Of Strength" and "Yes My Darling Daughter."

Sid Coleman was named top man for Ardmore & Beechwood's chain throughout the world excluding America and the London office had two big hits with "Tell Me What He Said" and "Nut Rocker." Belinda London laid claim to a string of American hits headed by Elvis Presley's "Good Luck Charm," "Can't Help Falling In Love" etc. Noel Rogers had a good year including three American smashes "Run To Him." "When My Little Girl Is Smiling" and "Happy Birthday Sweet Sixteen." Burlington made history with two modern jazz hits "Take Five" and "Unsquare Dance"; Shapiro Bernstein had the Cleo Laine smash "You'll Answer To Me" and Lawrence Wright "Pasadena." One of the year's major continental hits "Sucu Sucu" was handled by K.P.M.

Important disk executive appointments and changes the naming of Louis Benjamin as sole General Manager of Pye Records following the move of Roger Threlfall to the Directors Board of Musak. W. Townsley joined the Decca Board of Directors after long service as Personal Assistant to Chairman Sir Edward Lewis.

L. G. Wood, Managing Director of EMI Records was appointed a Divisional Director of EMI Ltd. Harry Walters left EMI International to become European Director of Cameo-Parkway.

A major event of the year was the first large scale convention organised by the GRRA in London early this year. Although admirably supported by manufacturers, distributors and members of the trade press, dealers themselves responded poorly, despite many authoritative speakers engaged to address the meeting.

It has also been a year of progess and success for Britain's independent record producers. Pioneer Denis Preston of Record Supervision achieved signal success on both sides of the Atlantic with Mr. Acker Bilk's "Stranger On The Shore," first recorded for the Lansdowne Jazz Series and released on Columbia in Britain and Atco in America. Preston also came up with "Sucu Sucu" by Laurie Johnson issued on the Pye label. Bunny Lewis of Anglo American Enterprises Ltd. can claim three chart entries by Craig Douglas—"Hundred Pounds of Clay," "Time" and "Our Favourite Melodies"—all issued by EMI. Lewis is expected to announce large scale expansion plans in the very near future. Michael Barclay and Philip Waddilove of Audio Enterprise successfully followed up Eden Kane's first chart topper "Well I Ask You" with "Forget Me Not" and "I Don't Know Why." Kane and his Managers recently paid their first promotional visit to the United States. Another indie producer for whom the last twelve months have paid dividends is Joe Meek of R.G.M. Sound with no less than four chart entries by John Leyton "Johnny Remember Me," "Wild Wind," "Lonely City" and "Son This Is She." ****Jack Good, now in the States seeking new talent, put Karl Denver on the ladder of fame with "Wimoweh" followed by "Never Goodbye" on Decca. His biggest success came a few weeks ago with Joe Brown's chart topping "Picture Of You" on Piccaddily. **** culminating in his recent chart topper "Come Outside" by Mike Sarne—all issued by EMI.

Latest entrants into the British andependent recording field are Robert Stigwood who is also personal manager for Mike Sarne and John Leyton and top recording star Cliff Richard recently made the news when he formed his own production company Shad-Rich.

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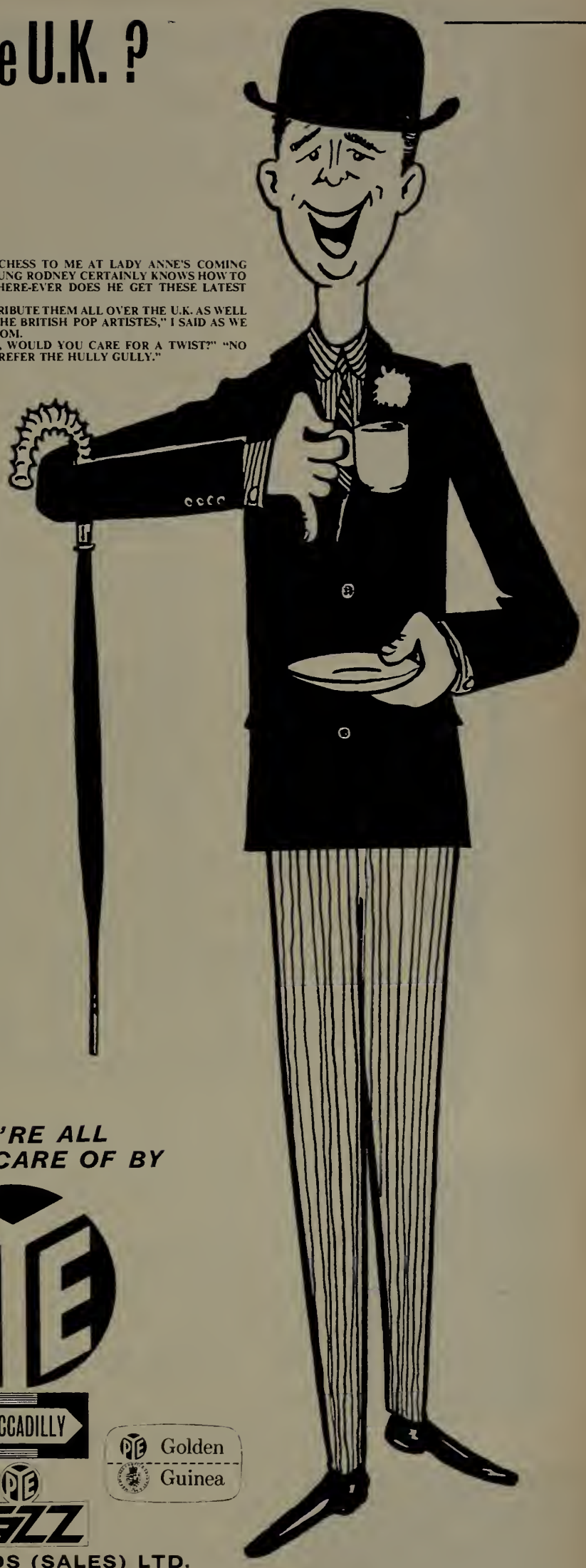

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Pop Goes The Weasel	Essex	Hollis BMI	Anthony Newley	Decca	London
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6. The D. J. Show (BBC)	2.75
7. Go Man Go (BBC)	2.44
8. The Cliff Richard Show (Luxembourg)	1.83
9. Top Twenty Show (Luxembourg)	1.83
10. Jazz Club (BBC)	1.53
Jack Jackson's Record Roundabout (BBC)	1.53

TV SHOW	*Per Cent*
1. THANK YOUR LUCKY STARS (ABC)	30.48
2. Juke Box Jury (BBC)	21.25
3. Sunday Night At The London Palladium (ATV)	11.53
4. Black And White Minstrel Show (BBC)	9.72
5. All That Jazz (ATV)	8.07
6. Coronation Street (Granada)	7.41
7. Trad Fad (BBC)	1.98

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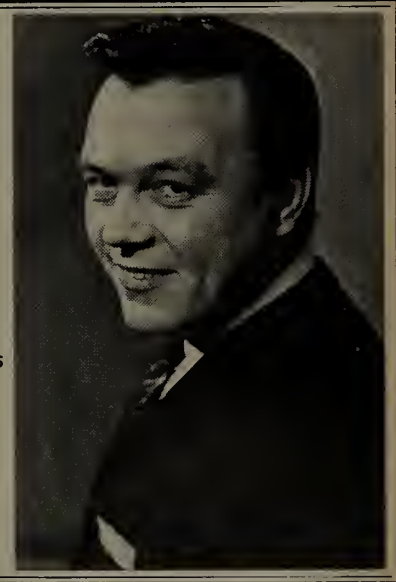

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SINGLES

Moon River	Danny Williams	H.M.V.
Reach For The Stars	Shirley Bassey	Columbia
Stranger On The Shores	Acker Bilk	Columbia
Let's Twist Again	Chubby Checker	Columbia
When The Girl In Your Arms	Cliff Richard	Columbia
The Young Ones	Cliff Richard	Columbia
I'm Looking Out The Window	Cliff Richard	Columbia
Wonderful Land	The Shadows	Columbia
You Don't Know	Helen Shapiro	Columbia
Walkin' Back To Happiness	Helen Shapiro	Columbia
Tell Me What He Said	Helen Shapiro	Columbia
The Time Has Come	Adam Faith	Parlophone
Walk On By	Leroy Van Dyke	Mercury
Johnnie Remembr Me	John Leyton	Top Rank
Wild Wind	John Leyton	Top Rank

L.Ps

Genius + Soul = Jazz	Ray Charles	H.M.V.
Ella In Hollywood	Ella Fitzgerald	H.M.V.
The Black & White Minstrel Show	George Mitchel Minstrels	H.M.V.
Another Black & White Minstrel Show		
The Sound Of Music	London Theatre Cast	H.M.V.
Carousel	Soundtrack	Capitol
The King And I	Soundtrack	Capitol
Oklahoma	Soundtrack	Capitol
Shirley Bassey	Shirley Bassey	Columbia
For Twisters Only	Chubby Checker	Columbia
Happy Days	Russ Conway	Columbia
The Young Ones	Cliff Richard	Columbia
The Shadows	The Shadows	Columbia
Tops With Me	Helen Shapiro	Columbia
Adam	Adam Faith	Parlophone
Gigi	Soundtrack	M.G.M.

DECCA LIST OF BEST SELLERS OVER PAST 12 MONTHS

SINGLES

Are You Lonesome Tonight	Elvis Presley	R.C.A.
Wooden Heart	Elvis Presley	R.C.A.
Poetry In Motion	Johnny Tillotson	London
His Latest Flame	Elvis Presley	R.C.A.
Surrender	Elvis Presley	R.C.A.
Runaway	Del Shannon	London
Take Good Care Of My Baby	Bobby Vee	London
Walk Right Back	The Everly Brothers	Warner Bros.
Johnny Will	Pat Boone	London
Halfway To Paradise	Billy Fury	Decca
Wild In The Country	Elvis Presley	R.C.A.
Well I Ask You	Eden Kane	Decca
Temptation	The Everly Brothers	Warner Bros.
Jealousy	Billy Fury	Decca
Mexicali Rose	Karl Denver	Decca

L.Ps

Blue Hawaii	Elvis Presley	R.C.A.
South Pacific	Soundtrack	R.C.A.
G. I. Blues	Elvis Presley	R.C.A.
Something For Everybody	Elvis Presley	R.C.A.
Oliver	Original Cast	Decca
The Roaring Twenties	Dorothy Provine	Warner Bros.
The Buddy Holly Story	Buddy Holly	Coral
That'll Be The Day	Buddy Holly	Ace Of Hearts
The Glenn Miller Story	Louis Armstrong All Stars	Ace Of Hearts
Pot Luck	Elvis Presley	R.C.A.
Wimoweh	Karl Denver	Ace Of Clubs
The Student Prince and Great Caruso	Mario Lanza	R.C.A.
Stop The World I Want To Get Off	Anthony Newley	Decca
Gerard Hoffnung At The Oxford Union	Gerard Hoffnung	Decca
Elvis' Golden Records	Elvis Presley	R.C.A.

PHILIPS LIST OF BEST SELLERS OVER THE PAST 12 MONTHS

SINGLES

Are You Sure	The Allisons	Fontana
Big Bad John	Jimmy Dean	Philips
A Tower Of Strength	Frankie Vaughan	Philips
Bless You	Tony Orlando	Philips
Take Five	Dave Brubeck	Fontana
You'll Answer To Me	Cleo Laine	Fontana
Yes My Darling Daughter	Eydie Gorme	Fontana

L.Ps

Hi Fi Companion	Ray Coniff	Fontana
Time Out	Dave Brubeck	Fontana
Time Further Out	Dave Brubeck	Fontana
Ballads And Rhythms Of Broadway	Johnny Mathis	Philips
Nutcracker Suite	Duke Ellington	Philips
My Fair Lady	Broadway Cast	Philips
West Side Story	Soundtrack	Philips
Tubbs	Tubby Hayes	Fontana
Hell Bent For Leather	Frankie Laine	Philips

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SINGLES

Midnight In Moscow	Kenny Ball	Pye
Picture Of You	Joe Brown	Pye
Romeo	Petula Clark	Pye
March Of The Siamese Children	Kenny Ball	Pye
My Friend The Sea	Petula Clark	Pye
Sucu Sucu	Laurie Johnson	Pye
You Always Hurt The One You Love	Clarence 'Frogman' Henry	Pye
Have A Drink On Me	Lonnie Donegan	Pye
When My Little Girl Is Smiling	Jimmy Justice	Pye
Michael Row The Boat	Lonnie Donegan	Pye
Little Bitty Tear	Miki and Griff	Pye
Z Cars	Johnny Keating	Pye
Goodbye Cruel World	James Darren	Pye
Granada	Frank Sinatra	Reprise

L.Ps

The Best of Barber and Bilk Volume 1	Barber And Bilk	Pye 'Golden Guinea'
The Best of Barber and Bilk Volume 2	Barber And Bilk	Pye 'Golden Guinea'
Hancock	Tony Hancock	Pye
Miki And Griff	Miki And Griff	Pye
The Student Prince And The Vagabond King	John Hanson	Pye 'Golden Guinea'
Let's Twist	Fats And The Chessmen	Pye 'Golden Guinea'
Sinatra Swings	Frank Sinitra	Reprise
Ring A Ding Ding	Frank Sinitra	Reprise
Kenny Hall	Kenny Hall	Pye
Yogi Bear	TV Series	Pye 'Golden Guinea'

ORIOLE LIST OF BEST SELLERS OVER THE PAST 12 MONTHS

SINGLES

Fanlight Fanny	Clinton Ford	Oriole
The Method	The Gary Edwards Combo	Oriole
Hello First Love	Susan Singer	Oriole
Orange Blossom Special	The Spotnicks	Oriole
Franz Liszt Twist	The Gary Edwards Combo	Oriole

L.Ps

Clinton Ford	Clinton Ford	Oriole
Hammer + Beat = Twist	Jack Hammer	Oriole
Piano Sweet Piano Wild	Johnny Pearson & Orchestra	Oriole
Pin Point Percussion	Jim Tyler Orchestra	Time-Oriole
Italian Guitars	Al Caiola	Time-Oriole
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Australia . . . .

STATE	AREA	POPULATION
New South Wales	310,372 Square Miles	3,953,636
Victoria	87,884 " "	2,949,848
Queensland	670,500 " "	1,522,329
South Australia	380,070 " "	979,726
Australian Cap. Terr.	939 " "	62,091
Western Australia	975,920 " "	746,169
Tasmania	26,215 " "	364,126
Northern Territory	523,620 " "	26,011

Total area of Australia 2,974,581 Square Miles
Total population as of June 30th, 1961 census 10,603,936
Australia consists of eight states (including Australian Capital Territory) with following areas and populations. Figures are supplied by the Commonwealth Statistician.

DISTRIBUTING & MANUFACTURING

It will be readily seen that our largest States by area carry close to our smallest (by State) populations; a fact that brings about tremendous distribution problems to the trade. New South Wales has a big area but fortunately the bulk of the population of this State is in the Capital City of Sydney and its metropolitan district; but it does have a big country area to cover from a distribution viewpoint. Victoria is our third smallest State in size but it has the second largest population. From a distribution angle Victoria is easier (by comparison) to cover than any other State in the nation. The States of Queensland and Western Australia present the biggest headaches to distributors. Western Australia is a huge State with a small population widely spread over a great deal of the territory; a similar situation exists in Queensland. South Australia is a small State compared to Western Australia, but is still larger than New South Wales, and the entire population of South Australia is less than ¼ that of New South Wales. Tasmania, the island State of Australia is fairly easy for distributors to handle. Some companies cover Tasmanian distribution from Victoria, whilst others have regular outlets in Tasmania. The Northern Territory area is so large with such a small population that there are no distributors in operation there; all record supplies are shipped there from other States.

All record manufacturing is confined to New South Wales and Victoria and records are shipped to distributors in other States. There are four major processing and pressing plants operating in New South Wales. they are Festival, RCA, EMI and ARC. In Victoria there are two major plants, these are W&G and Radio Corporation (Mercury). Outside of EMI, RCA and Philips, there aren't a great many company-owned distributor outlets around Australia; a large number of distribution points are independently handled. An almost identical situation exists in relation to music publishing and distribution.

RADIO STATIONS:

Unlike the situation in Great Britain, Australia has both National (Government operated) and Commercial radio stations. Australia has 110 Commercial and 60 National broadcasting stations spread over the entire nation. Most commercial stations are members of the Australian Federation of Commercial Broadcasting Stations.

All radio stations (National and Commercial) are subject to the broadcasting standards set out in the Broadcasting and Television Act; the standards are supervised by The Broadcasting Control Board. The Board is a five man group appointed by Government authority. The location of our Commercial Stations is as follows:—

STATE	CAPITAL CITY STATIONS	COUNTRY STATIONS
New South Wales	(Sydney) 6	32
Victoria	(Melbourne) 6	14
Queensland	(Brisbane) 4	17
South Australia	(Adelaide) 3	5
Western Australia	(Perth) 4	10
Tasmania	(Hobart) 2	6
Northern Territory	(Darwin) 1	—

Programming policies of our commercial stations are such that a great deal of total broadcasting time is alloted to recorded music—especially pop material. In the pre-television days many commercial stations had their own production units turning out feature programs which were sponsored by national accounts like Lever Bros., Colgate-Palmolive. With the introduction of television many big accounts swung across to the new medium leaving big slices of radio time vacant. New radio sponsors were reluctant to "pick up the tab" for production shows on radio, so many "vacant" spots were "sold" on recorded music.

This trend in radio has continued until today there is only a small percentage of radio time devoted to production features in comparison to the pre-television era. Many stations are (apart from a few off-peak hours) on a format of almost continuous disk programming.

There is great and healthy competition between commercial stations to win audiences in the big cities through disk-jockey sessions; this applies particularly to Melbourne and Sydney each with six commercial outlets. Disk-jockey programs appear to be gaining in popularity every day, and Cash Box knows of several prominent stations who plan to give more key hours over to DJ sessions quite soon. The days of the disk-jockey in Australian radio has never been stronger and there is still more to come.

Australia . . . . Last 12 Months

Twelve months have slipped by since the last Directory and Anniversary Issue of Cash Box and this twelve months has been notable for the lack of sparkle in the industry in Australia. Financially, it would be a doubtful twelve months for all record companies, as with a crippling twenty-five per cent Purchase Tax on all types of disks hanging like a millstone round the industry's neck and the spending power of the public restricted by such economic problems as lay-offs, strikes and virtually all overtime employment disappearing from the Australian scene, Mr. and Mrs. John Citizen and their teenage sons and daughters have been saving their hard-earned money in case it might be needed for emergencies.

The problems of these times have been faced fairly and squarely by the Australian record companies and it is especially gratifying to note that not one company has been forced to cease operation during this period. As sales volume slumps so the expenses of a company become subject to severe study and this has been apparent with all companies by reduction of staffs and also a much needed reduction in the volume of releases.

Forced to cut expenses, all companies have reduced the number of releases available to the public. You may recall that this column has been advocating this for some time with little or no success—however, during

(Continued on page 23)

Australia . . . .
Last 12 Months (Continued from page 22)

this recent period releases have been cut, not drastically but sufficient to show the companies that they can make as many sales with fewer releases and with the savings involved the profit margin must be greater.

The LP market in Australia is emerging in a strong position and recently it was pointed out that the entire production of LP's was running equal to—and even exceeding the production of single-play disks. This fact has been born out in recently released governmental statistics and it is lamentable that singles sales have fallen to such a pitiable level that the general topic when record men meet these days is "what is wrong with our singles sales?" In spite of all the talk and commotion, very few companies are attempting to experiment with the problem.

Mercury Records, with their low-priced Wing singles, were the first to try to hypo the kids' interest back to singles. This company slashed about 33⅓% off the retail price of its Wing singles. All the other companies watched closely, top artists were featured on the new "make it or break it" line but in spite of this drastic cut, very little action resulted so it was felt that perhaps price was not so vital but rather it was a case of just what "sound" was impressed in the wax.

Following closely upon Mercury's experiment came W & G. They decided that they would give the kids more music for their money and came out with what they called a "4 on 1 Super Disc." Virtually an EP in a flimsy jacket with four tracks for the price of a normal single. Results didn't bring the directors new cars but must have been of some use as the line is still being produced and with careful A&R could still pay off.

So it can be seen that there is varied action on some fronts by various types of companies as they endeavour to solve the problem of shrinking singles sales.

Radio exposure is under fire in some circles—some like it, some would like it when it suits them and some are noncommittal on radio exposure. Without doubt, radio exposure is the shop window of the record industry and the two groups must work closely together with mutual understanding, each one fostering the other's interests, for without records, whether they be Australian produced or imported, a radio station would be like a ship without a rudder. Recorded music is low in cost, is reliable and doesn't have any union problems to plague it from a station viewpoint.

It is gratifying to see that singles sales by Australian artists are least affected by the general fall-off in overall singles sales—rather to the contrary, as sales of singles by local artists are increasing monthly and this must be food for thought for some of the U.S. based operations that have swung so solidly to the far out R & B sound.

Never before have companies had records on Cash Box Top 100 that show so little action in this territory. This chart is being closely studied by leading authorities in this country—mainly through the experience of local companies having repeated disks on this chart but not being able to sell the music to the Australian market. It is regrettable that this has occurred for U.S. artists, but the local artist has benefitted tremendously and now not a week goes by without more than one local disk showing up on Austrialia's Top 10 in this journal.

Many Austrialian artists have followed a successful hit record with an album and have gained valuable sales and exposure in this manner so it seems to be the pattern in this country that if you get a hit moving then follow it smartly with an album of songs, so many companies have done this that it must be paying off. Artists like Patsy Ann Noble, Lucky Starr, Bryan Davies, Frankie Davidson, all have recently had hot singles and all have followed with a package of songs.

The publishing field in Australia remains very much the same during the twelve months period. Many publishers are very active in promoting the catalogue they represent in this area and in general the standard of publications in Australia is high in comparison with some overseas prints received by Cash Box Australian office.

Great interest is being shown by record companies, music publishers and book publishers in the proposed new Copyright Act but as yet not much has been disclosed and all parties are biding their time during the waiting months that have followed the official hearing or inquiry. Cash Box will keep you advised of action developing from this situation.

And so whilst it has been a frustrating twelve months in many respects, all record and publishing houses have gained experience and have used this period as a self-appraisal term, pruning the useless branches from the vine so that when conditions giving good sales return—and return they must in an expanding country like Australia—all companies will find themselves in a far better position than several years ago when most companies were over-staffed and indolent.

We are all looking forward to the next twelve months—in fact, to lift a phrase from Australia's largest retailers, "Operation Forward" is perhaps a good axiom for us all. Let us surge ahead with vigour, pursuing our profession with our utmost ability to restore the excitement and artistry that several years ago went hand in hand with the record industry in Australia.

AUSTRALIAN MUSIC PUBLISHERS

ACUFF-ROSE PUBLICATIONS
Box 513, J, G.P.O. Melbourne, Victoria

J. ALBERT & SON PTY. LTD.
137-139 King Street, Sydney, New South Wales.

ALLAN & CO. PTY. LTD.
276 Collins Street, Melbourne, Victoria.
Also B.I.E.M. and G.E.M.A.

BELINDA MUSIC (Aust.) PTY. LTD.
3rd Floor, Macdonnel House, 321 Pitt Street, Sydney, New South Wales.
Belinda Music also handle: Trinity; George Weiner; Crown; Progressive; Aaron Schroeder; Lonnie Lee Music; Johnny Devlin Music; Lucky Starr Music.

BOOSEY & HAWKES (Aust.) PTY. LTD.
250 Pitt Street, Sydney, New South Wales.
Boosey & Hawkes also handle Jewel.

CASTLE MUSIC PTY. LTD.
Emitron House, 299-301 Castlereagh Street, Sydney, New South Wales.

CHAPPELL & CO. LTD.
68-70 Clarence Street, Sydney, New South Wales.
Chappell & Co. Ltd. also handle: Comet; Five Continents; Robert Mellin; Sterling; E. H. Morris, Aberbach, Wallaby; Planetary Kahl.

D. DAVIS & CO. PTY. LTD.
276 Collins Street, Melbourne, Victoria.

ESSEX MUSIC OF AUSTRALIA PTY. LTD.
324 Pitt Street, Sydney, New South Wales.
Essex Music also handle: Arwin.

LEEDS MUSIC PTY. LTD.
324 Pitt Street, Sydney, New South Wales.
Leeds Music also handle: Tu-Con Music.

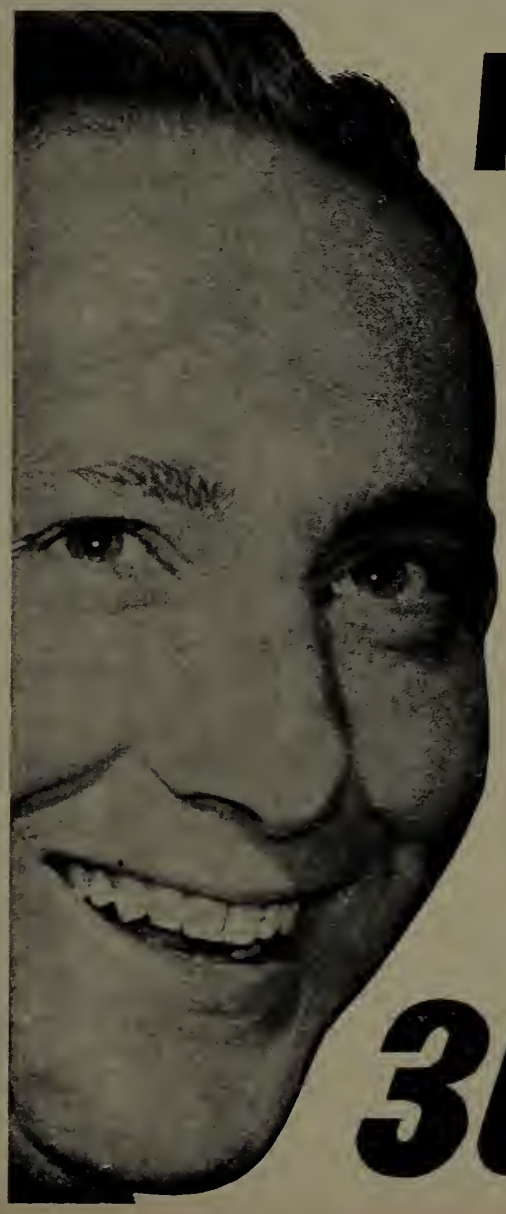
W. H. PALING & CO. LTD.
338 George Street, Sydney, New South Wales.

NICHOLSON'S PTY. LTD.
416 George Street, Sydney, New South Wales.

SOUTHERN MUSIC PUBLISHING CO. (A/sia) PTY. LTD.
Carlton House, 38-40 York Street, Sydney, New South Wales.
Southern Music also handle: Harry Fox and World Music.

SPANKA MUSIC PTY. LTD.
185-187 A'Beckett Street, Melbourne, Victoria.

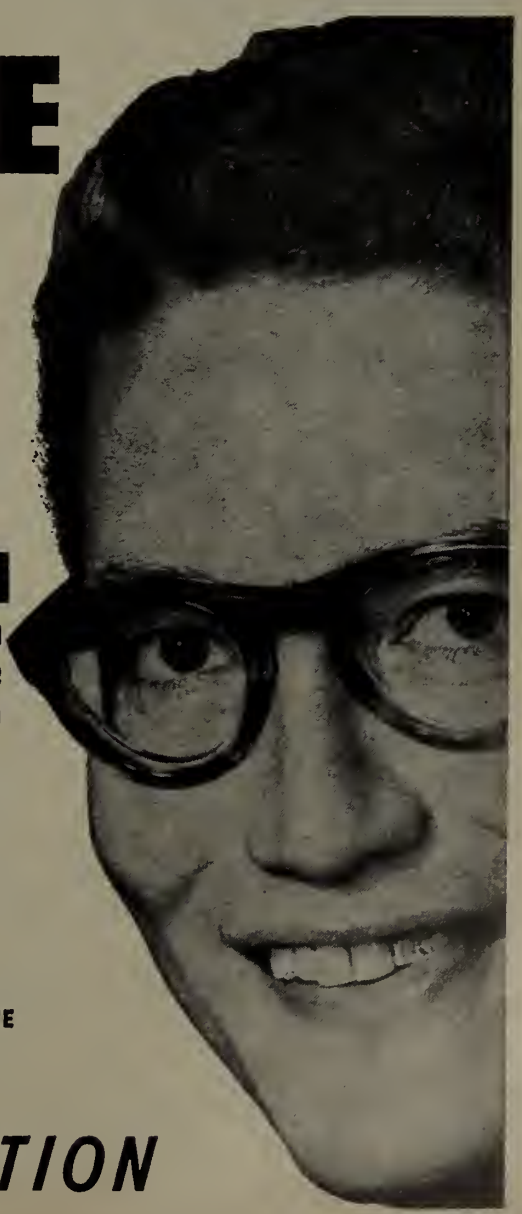
WOOMERA MUSIC PTY. LIMITED
185-187 A'Beckett Street, Melbourne, Victoria.



MEET THE MUSIC MEN

DON LUNN
The No. 1 "Top 40" d.j. in Melbourne, Don has all the equipment to win big audiences — a convincing selling style, a smooth showmanship presentation and the backing of 3UZ, Australia's top music station.

GEOFF HAYNES
An authority on all modern music from Jazz to the Twist; from the Twist to the Rock; from the Rock to the "Top 40". More adults listen to Geoff Haynes than any other d.j. in Melbourne.



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AUSTRALIA'S BIGGEST STATION

3KZ's
STAN ROFE
OF
MELBOURNE
AUSTRALIA
TOP D.J.
MONDAY TO FRIDAY
5 - 6.30 P.M.

STAN WISHES TO THANK HIS MANY FRIENDS OVERSEAS FOR THE SAMPLE RECORDS AND TAPED ARTIST INTERVIEWS HE HAS RECEIVED. FURTHER ENQUIRIES, TAPES AND RECORDINGS WILL BE MOST WELCOME; MAY WE RECIPROCATE.

3KZ
64 ELIZABETH STREET
MELBOURNE
AUSTRALIA

Australia . . . .
Advances

Over the past couple of years particularly there has been a lot of trade talk in Australia about the advantages and/or disadvantages of paying advances for songs and records from overseas companies. It seems that the advance is almost as much a part of the industry now as the record and song; this applies especially in the case of negotiations for an individual song or disk. (In cases of entire catalogues being sought on a long-term deal the situation is different).

Many overseas companies, mainly the independents, are quite adamant that they will not assign rights to Australian companies unless an advance is paid. On the face of it this probably isn't an unreasonable demand since the originator of the product (song or record) has most likely been involved in a fair amount of capital outlay to get the product to the stage where it is being sought by an Australian company. We must all face the fact that arrangements, production, musicians, printing and promotion don't come cheap these days—it costs money, time and a great deal of effort to get a song and record to near the top of charts. So perhaps, there is a case for the original owner to seek an advance from an interested Australian company. *But*, unless the product is well suited to our market there is little chance of the Australian firm being able to square the advance let alone come out on top or to break even on the deal. Too often during the last few years we've had instances of local companies "dropping" good money as a result of paying out big advances for records and songs that have turned out to be real "dogs."

At times when the local company has refused to pay an advance the overseas company just doesn't get a release in this territory—who is the loser then?

The prime functions of the entire world industry are to produce, distribute, promote and market records and songs and many individuals and companies throughout the world are losing sight of this. Organizations dealing from one country to another are often so busy trying to pull big advances from each other that they are neglecting the real purpose of the buiness—which is to sell and promote!

To many record and publishing companies, especially those outside the United States, "advance" is almost a dirty word, and in countries such as Australia where the local disk artist and song is growing in popularity every day, there is a good basis for their objection to paying out advances for overseas material.

The general run of advances asked of Australian companies for an overseas disk or song ranges from $100 to around $500, depending usually on the American rating of the item in question. For the sake of this article let's strike an average of say $250 advance for a disk that has done some business in the United States. As has happened so often of late it could be that this disk is one of the R&B that isn't very well suited for the Australian market. Now, rather than pay $250 advance for one "doubtful" single the local company is far better off by investing this money in a local disk session that will most likely produce a minimum of four sides. Sides over which the local company has 100% control and can be tailor-made for our conditions; and if *ONE* of these singles gets off-the-ground here (and it has an excellent chance of doing so) it will far outsell the "doubtful" product from overseas. To sum this angle up, the local company can confidently expect to produce *two* singles; ideally produced to capture our market, for the cost of an advance for an overseas record that wasn't originally produced with the Australian market in mind.

Some Australian companies just refuse to part with much-needed capital for advances maintaining that they (the local companies) are ir business to produce and sell—*NOT* to play international financiers.

(Continued on page 25)

AUSTRALIAN RECORD DISTRIBUTORS

NEW SOUTH WALES

AUSTRALIAN RECORD CO. LTD.
11-19 Hargrave Street, East Sydney
CBS-Coronet; Warner Bros; Pacific; United Artists; Chess; Kapp; Hickory

E.M.I. (AUSTRALIA) LTD.
Emitron House, 301 Castlereagh Street, Sydney
HMV; Columbia; Parlophone; MGM; Capitol; Decca; London; Vogue; 20th Fox; Ace Of Clubs; Disneyland; Liberty

MUSICAL WHOLESALE SUPPLIES PTY. LTD.
416 George St., Sydney (New South Wales Country Distribution)
Coral; Brunswick; Vocalion; Concert Disc; Vox; Top Rank; Teen; Rex; Festival; Metronome; Saga; London; Ampar; Impulse; W&G; Gem; Time; Leedon; Everest

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
69 Clarence Street, Sydney
Philips; Polydor; Deutsche Gramophon; Roulette; Fontana

PYE RECORDS PTY. LTD.
50 Glebe Street, Glebe
Pye; Pye International; Reprise; Goldengroove

RADIO CORPORATION PTY. LTD.
12 Palmer Street, Sydney
Mercury; Verve; Astor; Hi-Fi; Cook; Vanguard

RCA OF AUSTRALIA PTY. LTD.
221 Elizabeth Street, Sydney
RCA; Camden

WATTLE RECORDINGS
131 Cathedral Street, Sydney
Wattle

W & G DISTRIBUTING CO. (N.S.W.) PTY. LTD.
30-40 Gibbens Street, Camperdown
W&G; Gem; Swaggie; Magnasound; Danceland; Diaphon; Time; Wattle

TASMANIA

E.M.I. (AUSTRALIA) LTD.
252 Argyle Street, Hobart and rear of 17 The Quadrant, Launceston
HMV; Columbia; Parlophone; MGM; Capitol; Decca; London; Vogue; 20th Fox; Ace Of Clubs; Disneyland; Liberty

ARNSCO AGENCIES
24 Wellington Street, Launceston
Festival; Leedon; Everest; Coral; Brunswick; Vocalion; Vox; Concert Disc; Top Rank; Teen; Rex; Saga; Metronome; Ampar; Impulse

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
Cr., Brisbane & Elizabeth Sts. Hobart
Philips; Polydor; Deutsche Gramophon; Roulette; Fontana

L. R. THIRGOOD
24 Criterion Street, Hobart
Mercury; Astor; Verve; Hi-Fi; Cook; Vanguard

WILLS & CO. PTY. LTD.
7 The Quadrant, Launceston
RCA; Camden; Wattle

K. W. McCULLOCH
94 Cameron Street, Launceston
Planet; Star; Choir; Baton; Jazz Inc.; Galaxy; Pacific; Warner Bros; United Artists; Chess; Kapp; Hickory; CBS-Coronet

VICTORIA

AUSTRALIAN RECORD CO. LTD.
12 Swan Street, Richmond
CBS-Coronet; Warner Bros; Pacific; United Artists; Chess; Kapp; Hickory

EMI (AUSTRALIA) LTD.
167 Flinders Lane, Melbourne
HMV; Columbia; Parlophone; MGM; Capitol; Decca; London; Vogue; 20th Fox; Ace Of Clubs; Disneyland; Liberty

A. P. SYKES PTY. LTD.
204 Flinders Lane, Melbourne
Viking; Festival; Leedon; Everest; Coral; Brunswick; Vocalion; Concert Disc; Vox; Top Rank; Teen; Rex; Metronome; Saga; London; Ampar; Impulse

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
590 Bourke Street, Melbourne
Philips; Polydor; Deutsche Gramophon; Roulette; Fontana

PYE RECORDS PTY. LTD.
(And Tasmania)
Pye House
566 Elizabeth Street, Melbourne
Pye; Pye International; Reprise; Goldengroove

RADIO CORPORATION PTY. LTD.
161-173 Sturt Street, South Melbourne
Mercury; Astor; Verve; Hi-Fi; Cook; Vanguard

AMALGAMATED WIRELESS (A/sia) LTD.
167 Queen Street, Melbourne
RCA; Camden

W & G DISTRIBUTING CO. PTY. LTD.
(And Tasmania)
185-187 a'Beckett St., Melbourne
W&G; Gem; Danceland; Magnasound; Paramount; Wattle; Swaggie; Time

QUEENSLAND

COL. HOPGOOD PTY. LTD.
Coronet House, 9-11 Mary Street, Brisbane
CBS-Coronet: Warner Bros.; Pacific; United Artists; Chess; Kapp; Hickory

A. E. HAROLD PTY. LTD.
123 Clarence Street, Brisbane
Liberty; HMV; Columbia; Parlophone; MGM; Capitol; Decca; London; Vogue; Ace Of Clubs; Disneyland; 20th Fox

MUSICAL WHOLESALE SUPPLIES PTY. LTD.
Box 1420 T, G.P.O. Brisbane
Coral; Brunswick; Vox; Vocalion; Concert Disc; Top Rank; Teen; Rex; Metronome; Saga; London; Wattle; Ampar; Impulse; Festival; Leedon; Everest

C. A. PEARCE & CO. PTY. LTD.
70 Bowen Street, Brisbane
W&G; Gem; Time; Pye International; Planet; Star; Choir; Baton; Jazz Inc.; Galaxy; Lee-Gordon

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
148 Edward Street, Brisbane
Philips; Polydor; Deutsche Gramophon; Roulette; Fontana

RADIO CORPORATION PTY. LTD.
18 Little Edward St., Brisbane
Mercury; Astor; Verve; Hi-Fi; Cook; Vanguard

AMALGAMATED WIRELESS (A/sia) LTD.
70 Merivale Street, South Brisbane
RCA; Camden

SOUTH AUSTRALIA

A.W.G. DAVEY & SONS LTD.
955-957 Port Road, Cheltenham
W&G; Gem; Pye; Pye International; Wattle; Time; Goldengroove; Reprise

L. S. WISE LTD.
196 Gillies Street, Adelaide
CBS-Coronet; Warner Bros; Pacific; United Artists; Chess; Kapp; Hickory

E.M.I. (AUSTRALIA) LTD.
265 Rundle Street, East Adelaide
HMV; Columbia; Parlophone; MGM; Vogue; Capitol; Decca; London; 20th Fox; Ace Of Clubs; Disneyland; Liberty

CLARKSON LTD.
150 Grenfell Street, Adelaide
Coral; Brunswick; Vocalion; Concert Disc; Top Rank; Teen Rex; Metronome; Saga; London; Ampar; Impulse; Festival; Leedon; Everest

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
119 Grenfell St., Adelaide
Philips; Polydor; Deutsche Gramophone; Roulette; Fontana

RADIO CORPORATION PTY. LTD.
101 Flinders Street, Adelaide
Mercury; Verve; Astor; Hi-Fi; Cook; Vanguard

NEWTON McLAREN LTD.
17 Leigh Street, Adelaide
RCA; Camden

J. SCAMMELL
203 Rundle Street, Adelaide
Planet; Star; Choir; Baton; Jazz Inc.; Galaxy

WESTERN AUSTRALIA

ATHOL M. HILL
842 Hay Street, Perth
W&G; Gem; Time; Pye; Pye International; Reprise; Goldengroove; CBS-Coronet; Warner Bros.; Pacific; United Artists; Chess; Kapp; Hickory; Planet; Star; Choir; Baton; Jazz Inc.; Galaxy

E.M.I. (AUSTRALIA) LTD.
73 King Street, Perth
HMV; Columbia; Parlophone; MGM; Capitol; Decca; London; Vogue; 20th Fox; Ace Of Clubs; Disneyland; Liberty

LEROYA INDUSTRIES PTY. LTD
672 Hay Street, Perth
Festival; Coral; Brunswick, Vocalion; Concert Disc; Vox; Top Rank; Teen; Rex; Saga; Metronome; Leedon; Ampar; Impulse; Everest

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
391-395 Murray Street, Perth
Philips; Polydor; Deutsche Gramophon; Roulette, Fontana

ELECTRONIC INDUSTRIES PTY. LTD.
68 Railway Place, West Perth
Mercury; Astor; Verve; Hi-Fi; Cook; Vanguard

AMALGAMATED WIRELESS (A/sia) LTD.
335 William Street, Perth
RCA; Camden

GRAND SPECIALTIES
75 Stirling Street, Perth
Wattle

Australia . . . . Advances

(Continued from page 24)

With the almost total removal of licensing control throughout Australia some eighteen months ago, the various problems associated with the importation of whole records, tapes, mothers, covers and cover slicks into Australia from overseas companies by Australian representatives have in most cases disappeared.

Perhaps a brief glance at Australian Customs Duty and Primage will prove of interest to the readers of The Cash Box and could help to explain why some companies do not import larger quantities of disks than are at present entering the country.

WHOLE RECORDS FOR RESALE (From the U.S.A.) These records are subject to several charges besides the costly freight across the Pacific. Upon arrival in Australia they are subject to inspection by the Publications Censorship Branch of Her Majesty's Customs in order to control the entry into Australia of questionable, "blue" or obscene material. After a clearance by this Branch, the disks are then subject to a duty of 1/6 per disk if the size of the record exceeds 6" or 10d per disk for 6" and under, both sizes are subject to a 10% Primage Duty based on the F.O.B. value converted to Australian currency.

It is also vital to remember that any records shown as "no charge samples" "audition samples" etc are not only subject to the above duties but also are hit with a 25% Sales Tax as an additional item.

Records entering Australia from England are subject to a lower rate which is . . . for records of six inches and under (in diameter) 4½ pence plus 5% Primage Duty and for records over 6" the rate is 9 pence plus 5% Primage. As with American imports, the primage is based on the original cost F.O.B.

COPYRIGHT ON RECORDS FOR RESALE: The Copyright Act of Australia obliges the payment of copyright based on the percentage of 5% of the retail price and is to be paid to the copyright owner in the country of that retail sale. Therefore it is not necessary for the company exporting the records to Australia to pay copyright on the records leaving the country of exportation, If copyright is paid by the exporting company, then when the Australian company pays their copyright, two payments will have been made and this is contrary to the Act. Some attention to this point should be given.

RECORDED TAPES, METAL MOTHERS ETC. From the USA, these items are subject to 7½% Duty only and are exempt from Primage Duty. From England, the above items enter Australia completely exempt from Duty.

EMPTY RECORD COVERS AND SLICKS (From U.S.A.) Many Australian companies import expensive covers only when the production and sales of same could not possibly warrant block-making and various specialty techniques associated with specialised jackets that are possible in a country of large population such as the United States. It would seem that as a tariff protection the duty on such jackets and printed slicks is quite high as it amounts to a duty of 1/4½ (16½ cents) per pound weight—or

(Continued on page 30)

OUR CONGRATULATIONS, GREETINGS AND THANKS TO CASH BOX AND OUR FRIENDS THROUGHOUT THE U.S.A.
—ESSEX MUSIC OF AUSTRALIA PTY. LIMITED—
—ARWIN MUSIC PTY. LIMITED—
—BARTON MUSIC PTY. LIMITED—

AUSTRALIAN RECORD COMPANIES

AMALGAMATED WIRELESS (A/sia) LTD.
47 York Street, Sydney, New South Wales.
Labels: Radiola; Radiola-Telefunken

AUSTRALIAN RECORD COMPANY LTD.
11-19 Hargrave Street, East Sydney, New South Wales.
Labels: CBS-Coronet; Warner Bros.; United Artists; Chess; Kapp; Hickory.

CARINIA CO.
Daking House, Rawson Place, Sydney, New South Wales.
Labels: Elite Special; Carinia; Baidophon.

EMI (AUSTRALIA) LTD.
Emitron House, 301 Castlereagh Street, Sydney, New South Wales.
Labels: HMV; Columbia; Capitol; MGM; Parlophone; Decca; London; Vogue; Felsted; Disneyland; 20th Fox; Regal-Zonophone; Liberty.

FESTIVAL RECORDS PTY. LTD.
223-229 Harris Street, Pyrmont, New South Wales.
Labels: Festival; Rex; Leedon; Ampar; Impulse; Coral; Top Rank; Brunswick; Everest; Concert Disc.

PHILIPS ELECTRICAL INDUSTRIES PTY. LTD.
69 Clarence Street, Sydney, New South Wales.
Labels: Philips; Polydor; Fontana; Roulette; Grammophon Deutsche.

PYE RECORDS PTY. LTD.
Pye House, 566 Elizabeth Street, Melbourne, Victoria.
Labels: Pye; Colpix; Palette; Vogue (France); Durium; Amadeo (Vienna); Reprise; Goldengroove.

RADIO CORPORATION PTY. LTD.
Astor House, 161-173 Sturt Street, South Melbourne, Victoria.
Labels; Astor; Mercury; Verve; Cook; Emarcy; Wing; Vanguard; Hifirecord.

RCA OF AUSTRALIA PTY. LTD.
221 Elizabeth Street, Sydney, New South Wales.
Labels: RCA: Camden.

SCALA TRADING CO.
59 Coolaroo Road, Lane Cove, New South Wales.
Labels; Argo; Austrotron; Harmona; Qualiton; Dr. Murray Banks'; Express Language; Teaching Records.

WATTLE RECORDINGS
46 Windsor Street, Paddington, New South Wales.
Labels: Wattle; Folk Music Record Club.

W & G RECORD PROCESSING CO. PTY. LTD.
185 a'Beckett Street, Melbourne, Victoria.
Labels: W & G; Magnasound; Gem; Swaggie; Diaphon; Time.

POLYNESIAN MUSIC?

Authentic Recordings From
TAHITI
SAMOA
NEW ZEALAND (Maori)
FIJI
TONGA

Available For Lease From

Viking Record Co. Ltd.
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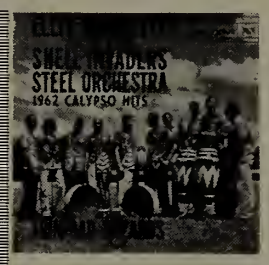
Wellington, N.Z.

CONTACT VIKING FOR LIVE REPRESENTATION
THE HOTTEST INDEPENDENT
Operations in both Australia & N.Z.

CONGRATULATIONS
ON YOUR 20TH ANNIVERSARY
from
International Recording Company Limited
Licensee and Distributors for RCA Victor Records in Trinidad Now Available to All Record Dealers in U.S.A.

LPB-LPS-3006
COME BACK SPARROW
by The Mighty Sporrow



LPB-LPS-3007
CARNIVAL CALYPSO OF 1962
by Invoders Steel Orch.

CALYPSOES FOLKLORE STEELBAND LIMBO

LPB-3001
FOLK SONGS OF TRINIDAD & TOBAGO
by
Olive Wolke's Lo Petite Musicole

LPB-9035
SPARROW
by
The Mighty Sporrow

LKB-1097
5PARROW
CALIPSO KING
by The Mighty Sparrow

LPB-1053
SPREAD JOY
by Ebonites Steel Orch.

LPB-2050
JUMP WITH JOEY
by Joey Lewis His Guitor & Orch.

LPB-3002
PAN-O-RAMA
by Ebonites Steel Orch.

LPB-2035
SPARROW
THE CONQUEROR
by
The Mighty Sporrow

LPB-1076
CURTIS PIERRE & TRINIDAD (Dixieland) STEEL ORCH.

FOR AUTHENTIC SOUNDS
FROM THE WEST INDIES CONTACT YOUR
RCA Victor Distributor
OR
International Recording Co. L.T.D.
P. O. Box 517 Port-of-Spain, Trinidad, W.I.

... IF YOU ARE INTERESTED IN THE SPANISH RECORD MARKET YOU SHOULD KNOW THAT IN SPAIN RCA ESPAÑOLA MEANS:

*QUALITY...
*EFFICIENCY...
*TECHNICAL MASTERY...
*DEPENDABILITY...

PLUS THE FACT THAT WE ENJOY THE UNIVERSAL KNOW-HOW AND THE INTERNATIONAL PRESTIGE OF

RCA

RCA VICTOR, TELEFUNKEN, WARNER BROS. RECORDS THE READER'S DIGEST RECORD CLUB AND SEVERAL OTHER SATISFIED CLIENTS ARE OUR BEST RECOMMENDATION.

RCA ESPAÑOLA, S. A.
Avenida de América - Madrid (España)

SPAIN....
Last 12 Months

The Spanish record industry has recently undergone modifications, which makes one foresee a possible change in its structure. Apart from the birth of some new foreign labels in distribution, a general tendency is seen in all the recording companies to modernize their procedures, techniques and merchandising. Worldwide discophile news, which was previously scarce, now arrives quickly.

In the year 1961 some new labels appeared: Cubalegre—distributor of Spanish-American music; Vergara who have Ariola and Ricordi Licenses and their own Spanish artists, Pax and Cor; Mercury, previously distributed in Spain by Zafiro recently changed over to Philips; Warner Bros. records which until lately have not been exploited in this country, are now being distributed by RCA Espanola. RCA Espanola are also in charge of the Telefunken catalogue and are negotiating the license of two other world known labels. Iberofon will be pressing the French Ducretet-Thompson records in Spain.

From the technical point of view, the improvements are considerable. Philips and Gramofono-Odeon now have a modern recording studio; Hispavox are building a new studio; RCA have completely modernised their studio and have installed in it the most up-to-date equipment in Europe.

"Belter S.L. has recently amalgamated with the SAEF (Sociedad Anonima de Ediciones Fonograficas) which has a small pressing plant that is now to be modernized." All these improvements are without doubt due to a current trend for modernization which some firms have initiated and are also brought about, to a certain extent, by the demands of the public —a public which is becoming more and more informed on the subject of the record.

However, the Spanish record market continues to come up against some difficulties in its development. There are various problems and the smoothing out of these depends on a series of diverse factors. It is interesting to mention the small number of juke boxes which exist in the national territory. Statistics show that the possibilities of spreading coin machines are enormous and that they give satisfactory results. Even so, the number of automatic machines is not over 1,000 but it is possible that the number will increase in the near future because there are rumours that an Italian firm proposes to distribute about 2,000 over the whole territory. This naturally means an increase in the demand for new records, with the resultant increase in production.

(Continued on page 30)

LIST OF MUSIC

COMERCIAL REDOLA, S.A.
Avenida de America, Madrid 17

EDICIONES ALIER
Carmen 2, Madrid

EDICIONES QUIROGA
Alcala 70, Madrid 9

EDICIONES CLAVE
Alcala 70, Madrid 9

EDICIONES MILLS MUSIC
Alcala 70, Madrid 9

EDICIONES ARMONICO
Rambla de Cataluna 10, Barcelona 7

EDICIONES CLIPPER'S
Rambla de Cataluna 10, Barcelona 7

EDICIONES CANCIONES DEL MUNDO
Tetuan 22/24, Madrid 13

EDICIONES CANCIONES DEL MUNDO
Corcega 298, Barcelona 8

EDICIONES CANCIONES FRANCIS DAY
Carcega 298, Barcelona 8

EDICIONES VIRGINIA
Aragon 217, Barcelona 7

EDICIONES MUSICAL IBERO-AMERICANA (E.M.I.A.)
Diputacion 337, Barcelona 9

MUSICA DEL SUR
Diputacion 337, Barcelona 9

EDICIONES WORLD MUSIC ESPANOLA
Diputacion 337, Barcelona 9

EDICIONES HERSANT
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BRAZIL . . . . Last 12 Months

The past twelve months were marked by great record activity and constant raising in the prices of all kind of records. In one year, the standard record, which costs Cr.-$160,00, had three raises and now costs Cr.$300,00. The LP's are in the same conditions. Last year they were in our retail stores by Cr.$1000,00. Now you couldn't buy one with less than Cr.$1.350,00, and in many cases, with less than Cr.$1.450,00. The fact is that these constant raisings, are causing an inevitable retraction on the sales. Last year we said that could "kill the hen with the golden eggs" and that's what will happen very soon, if our companies continue with this "higher prices" policy.

The great record event of these twelve months, was the appearance of Silvana & Rinaldo Calheiros, a very lucky couple, since their first record Amor, beat all previous records and stayed for eighteen weeks on the top of Sao Paulo's chart. Now, another record of the same couple reached the top too: "Onde Estas Coracao (Where Are You, My Heart)". The LP they waxed for Copacabana Records, "Ouvindo-Te Con Amor (Listening To You With Love)" was very well received by the public, too. Undoubtedly, Silvana & Rinaldo Calheiros are the artists of the year.

Once more, Miltinho has been in our charts, with two smash hits: "Lembrancas" and later "Confidencia," both composed by Raul Sampaio and Benil Santos.

Among the foreign artists, Ray Conniff proved once again to be the most popular foreign Orchestra and Ray Charles, specially in the past two months, the most promising songster of the season. The Twist made his debut, through the records of Chubby Checker, a consistent chartrider in Brazil.

Twelve months ago we said that double-compact records would surpass the popularity of EP's and 45 Rpm singles and that's what happened. Now only Philips is still releasing 45 records. All other companies are producing only compacts in 7 inches. But 78 Rpm is still the most popular standards, by the reasons exposed one year ago.

Among the publishers, two deserve special mention: Vitale and Fermata, responsible for the most important hits of the season.

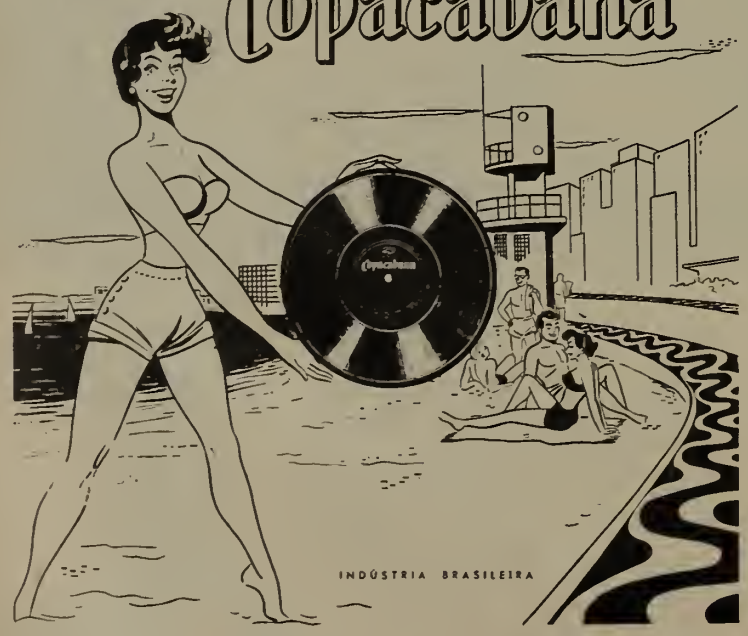
The past twelve months were very profitable for RGE Records, which proved to be in excellent situation with its very consistent Brazilian cast and no less excellent International representations. The surprise of the year was Fermata, which released several hits, specially in 1962, including the smash hits of Chubby Checker. RCA Victor had a great deal of responsibility concerning the successes of RGE and Fermata, since these marks are distributed by RCA

These were the most important facts concerning our Record Industry in the past twelve months.

BRAZIL'S BESTSELLERS OF THE PAST 12 MONTHS (SINGLES)

TITLE	ARTISTE	LABEL
15 Anos Tiene un Amor	Duo Dinamico	Gramofono Odeon
La Novia	Antonio Prieto	RCA
Quisiera Ser	Duo Dinamico	Gramofono Odeon
King Creole	Elvis Presley	RCA
Moliendo Cafe	Lucho Gatica	Gramofono Odeon
Adan y Eva	Duo Dinamico	Gramofono Odeon
Enamorada	Jose Guardiola	Gramofono Odeon

CONGRATULATIONS TO CASH BOX ON ITS 20th ANNIVERSARY FROM DISCOS Copacabana



DISCOS-COPACABANA
S. PAULO — RIO DE JANEIRO
BRAZIL

BRAZIL'S BEST SELLERS OF THE PAST 12 MONTHS (SINGLES) (Continued)

TITLE	ARTIST	LABEL
Amor	Silvana & Rinaldo	Copacabana
Poema	Renato Guimaraes	Chantecler
Lembrancas	Miltinho	RGE
Tu Sabes	Martha Mendonca	Chantecler
Let's Twist Again	Chubby Checker	Fermata
Fica Comigo Esta Noite	Nelson Goncalves	RCA
Quen Eu Quero Nao Me Quer	Raul Sampaio	RGE
Confidencia	Miltinho	RGE
Orgulho	Carlos Galhardo	RCA
Beyond The Blue Horizon	Billy Butterfield & Ray Coniff	Columbia
Protesto	Nelson Goncalves	RCA
Luar De Vila Sonia	Tito Martinez	Chantecler
Decisao Cruel	Mauricy Moura	Chantecler
Garota Solitaria	Angela Maria	RCA
Cavaleiros Do Ceu (Riders in The Sky)	Carlos Gonzaga	RCA
Tenho Ciume De Tudo	Orlando Dias	Odeon
Amor Em Serenata	Carlos Nobre	RCA
Cinderella	Paul Anka	Polydor
Gracias	Bienvenido Granda	RGE
Lembranca	Lurdinha Pereira	Chantecler

BRAZIL ALL TIME BEST SELLERS

TITLE	ARTIST	LABEL
Adam And Eve	Paul Anka	Polydor
Alma De Boemio	Jose Orlando	Chantecler
Alza, Manolita	Osny Silva	Continental
Amor	Silvana & R. Calheiros	Copacabana
Andaluzia	Caterina Valente	Polydor
Aza Branca	Luiz Gonzaga	RCA
Baiao Cacula	Mario Gennari Filho	Odeon
Banana Boat	Harry Belafonte	RCA
O Bom Menino	Carequinha	Copacabana
Boneca Cobicada	Palmeira & Bia	RCA
Cabecinha No Ombro	Alcides Gerardi	Columbia
Cachito	Doris & Rossie	Mocambo
Cancao Da Crianca	Francisco Alves	Odeon
Carinhoso	Orlando Silva	RCA
Carlos Gardel	Nelson Goncalves	RCA
Cherry Pink and Apple Blossom White	Perez Prado	RCA
Chove La Fora	Agostinho dos Santos	Polydor
Ciclone	Carlos Nobre	RCA
Cinzas Do Passado	Claudio de Barros	Chantecler
Contigo	Trio Los Panchos	Columbia
Coracao De Luto	Teixeirinha	Sertanejo
Cu-Cur-Ru-Cu-Cu Paloma	Miguel Aceves Mejia	RCA
Danca Da Moda	Luiz Gonzaga	RCA
Delicado	Waldyr Azevedo	Continental
Diana	Carlos Gonzaga	RCA
Diana	Paul Anka	Polydor
O Ebrio	Vicente Celestino	RCA
Escultura	Nelson Goncalves	RCA
Fascinacao	Carlos Galhardo	RCA
Faz-Me Rir	Edith Veiga	Chantecler
Fim De Ano	Joao Dias	Odeon
Gaviao Calcudo	Gilberto Maria	Copacabana
Ilusao	Angela Maria	Copacabana
India	Cascatinha Inhana	Continental
It's Now or Never (O Solo Mio)	Elvis Presley	RCA
Itsy Bitsy Teenie Weenie Yellow Polkadot Bikini	Ronnie Cord	Copacabana
Jambalaya	Brenda Lee	Decca
Jingle Bells	Luiz Bordon	Chantecler
Jingle Bells	The Three Suns	RCA
Jurame	Osny Silva	Odeon
Kalu	Dalva de Oliveira	Odeon
Labios De Mel	Angela Maria	Copacabana
Lampiao De Gaz	Inezita Barroso	Copacabana
Little Darlin'	Lana Bittencourt	Columbia
Malaguena	Caterina Valente	Polydor
Menina Moca	Tito Madi	Columbia
Meu Benzinho	Agostino dos Santos	Polydor
My Home Town	Paul Anka	Polydor
Nada Alem	Orlando Silva	RCA Victor
Nao Sabemos	Leila Silva	Chantecler
Nel Blu Dipinto Di Blu	Domenico Modugno	Fonit
Neurastenico	Betinho	Copacabana
A Noiva	Angela Maria	Continental
Nono Mandamento	Cauby Peixoto	RCA
Oh!	Ken Griffin	Columbia
Oh! Carol	Neil Sedaka	RCA
Only You	The Platters	Mercury
Orgulho	Angela Maria	Copacabana
Ouca	Maysa	RGE
Patativa	Vicente Celestino	RCA
Poema	Renato Guimaraes	Chantecler
Pois E	Ataulpho Alves	Sinter
The Poor People of Paris	Les Baxter	Capitol
Quarto Oentenario	Mario Zan	RCA
Que Murmuren	Gregorio Barrios	Odeon
Sao Paulo Quatrocentao	Garoto	Odeon
Saudosa Maloca	Demonios da Garoa	Odeon
Serenata Do Adeus	Morgana	Copacabana
Sereno	Paulo Molin	Mocambo
Sinceridad	Lucho Gatica	Odeon
Sistema Nervoso	Orlando Correa	TodAmerica
Somente Tu	Jose Orlando	Chantecler
Sonhando Contigo	Anisio Silva	Odeon
Stupid Cupid	Celly Campello	Odeon
Tai	Carmen Miranda	RCA
Tango Triste	Harold Jose	Chantecler
Tequila	Silvio Mazzucca	Columbia
Tu Sabes	Martha Mendonca	Chantecler
Vaya Con Dios	Trio Los Panchos	Columbia
Vermelho 27	Nelson Goncalves	RCA
Vinganca	Linda Batista	RCA
A Volto Do Boemio	Nelson Goncalves	RCA
Whatever Will Be, Will Be	Doris Day	Columbia
When	Kalim Twins	Decca

BRAZIL'S BEST SELLING LP'S IN THE PAST 12 MONTHS

TITLE	ARTIST	LABEL
'S Different	Billy Butterfield & Ray Conniff	Columbia
Let's Twist Again	Chubby Checker	Fermata
Miltinho E Samba	Miltinho	RGE
Cantos De Aves Do Brasil	Johan Dalgas Frisch	Copacabana
'S Twist	Ray Conniff	Columbia
Ouvindo-Te Com Amor	Silvana & Rinaldo	Copacabana
Os Grandes Sucessos De Miltinho	Miltinho	RGE
Os Grandes Successos De Billy Vaughn	Billy Vaughn	RGE
Twist With Chubby Checker	Chubby Checker	Fermata
'S Music	Ray Conniff	Columbia
O Pabuloso Harold Nicholas	Harold Nicholas	Philips
Os Romanticos De Cuba No Cinema	Romanticos de Cuba	Musidisc
Metals Em Brasa No. 1	Henry Jerome	Decca
Selecao De Ouro No. 3	Nelson Goncalves	RCA
'S Love	Ray Conniff	Columbia
Nos E A Seresta	Nelson Goncalves	RCA
Dedicated To You	Ray Charles	Polydor
Your Twist Party	Chubby Checker	Fermata
Sambas E Boleros	Nelson Goncalves	RCA
Metais Em Brasa No. 2	Henry Jerome	DECCA

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COMPANHIA BRASILEIRA DE DISCOS
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COMPANHIA INDUSTRIAL DE DISCOS
Rua Visconde Inhauma, 134—Rio de Janeiro
Carroussel and Fabor-Carroussel

DISCOS CHANTECLER—(Cassio Muniz S/A)
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DISCOS DRINK
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DISCOS MUSICALS CALIFORNIA LTD.
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Rua Mexico, 31—7th Floor—Rio de Janeiro
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RCA ELETRONICA S/A
Avenida Ipiranga, 1097—Sao Paulo
RCA Victor and RCA Camden

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Copacahana, Palette, Hi-Fi Record, Montilla, Audiomex and Verve

Australia . . . Advances

(Continued from page 25)

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This is but a brief outline of the procedure and charges associated with the importation of recorded material and production items into Australia, and it will be readily seen that for anyone to bypass a recognised company and import from a one-stop etc would not be a proposition at all in competition with the regular outlets. This is a great controlling factor at the moment—although there have been cases of dumping of low priced material on this market it has not assumed major proportions.

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TODAMERICA
Rua Santa Luzia, 799—Rio de Janeiro

Spain—Last 12 Months

(Continued from page 26)

The capacity for absorption of new records depends upon the number of phonographs in existence (around 700,000) and the economic status of the buyers. The demand for phonographs is increasing and so is the number of types and models produced by different manufacturers. However, the teenagers, who are without doubt the sector most interested in records, do not have sufficient means to make large purchases, especially bearing in mind the fact that most of the Spanish production consists of E.P.'s, the price of which almost consumes the weekly pocket money of a young person of the middle class. Some companies already have a good production of singles which are enjoying more and more success. Exploitation of the single, however, is difficult as there are very few suitable radio programmes and most stations are located in Madrid and Barcelona. Up to the present publicity in the press has been practically nil and few companies run an organised department for promotion although there are some, such as RCA, who are pioneering in this respect.

The great mass of the public is beginning to demand melodies sung in Spanish and for this reason some American and European artists have made recordings in this language with the Spanish and Spanish-American market in mind.

At present there is an extensive inclination towards American music. In all the big cities a multitude of orchestras have been formed, mostly by students, which are being contracted by the main companies. One of the infinite number of junior groups, the ones which stand out are "Los Sonor" who have already recorded three albums for RCA: "Los Estudiantes" (Philips) is another group of youngsters which is also successful. The main radio stations, with several talent-scout programmes, is contributing to the spreading of what has become known as "The New Spanish Wave."

The preference of the Spanish public leans towards Elvis Presley—indisputable King in the record market—Paul Anka, Cliff Richard, Johnny Hallyday, Sacha Distel, Connie Francis; Italian artists Mina, Milva, Celentano, Fidenco, Modugno and Dallara; Mexican Miguel Aceves Mejia, Chilean Antonio Prieto whose recording of "La Novia" was the hit of 1961 in Spain and a considerable part of Europe and Spanish artists Alfredo Kraus, Duo Dinamico, Lolita Garrido, Joselito, Jose Guardiola, Elia Fleta, Sara Montiel, Marisol, Paquito Jerez, Manolo Escobar and Dolores Vargas.

In recent years the Spanish record industry has experienced a number of innovations including the introduction of the Compact 33⅓rd by RCA which failed to make sufficient impact on the market to justify its continuance. Equally unsuccessful was the introduction by Hispavox of "Discoflex"—a two-selection record pressed on paper bound plastic. Despite its low price and curiosity value the public soon lost interest. Another development has been the launching of the Readers Digest Record Library by RCA who report that distributors, after a period of opposition, now realise that it constitutes a very powerful promotion drive for the record business in general.

The future seems hopeful. The three largest companies, RCA, Philips and Gramofono-Odeon, have thrown themselves energetically into the task of promoting their records and increasing the overall national figures. Also, the increase in tourism and the popularity in Europe of everything that is Spanish have aroused international interest in the folkloric music and there is a good level of sales and distribution for records of this type abroad.

Mexico—Record Mfrs.

RCA VICTOR MEXICANA, S.A. de C.V.
Address: Av. Cuitlahuac 2519. Mexico, D.F.
President: Mike S. Hazzard. Vice-President and International A&R: Mariano Rivera Conde. General Manager of the Record Division: David L. Crump. Commercial Manager: Raul Bejarano. Sales Manager and Promotion: Guillermo Infante. A&R: Rueben Fuentes and Rafael de Paz.
Subsidiary: RCA Camden and Dot.

COLUMBIA DE MEXICO, S.A.
Address: Calzada de San Bartolo Naucalpan y Gral. Millan. Edo. de Mexico.
Offices: Londres 240. Mexico, D. F.
General Manager: J. Manuel Villareal. Assistant Manager: Jose R. Bustillos. Commercial Manager: Armando de Llano. Advertising manager and Public Relations: Hector Mejia. Radio, TV and Press: Bernardo Gonzalez. Sales Manager: Roberto Pitman. International Department: Victor Gutierrez Urquiza. A&R: Felipe Valdez Leal and Edgardo Obregon.
Subsidiaries: Epic and Reprise.

PANAMERICANA DE DISCOS, S.A.
Address: Av. Cuitlahuac 2327. Mexico, D. F.
President: Eduardo C. Baptista. Vice-Presidents: Juan Campo and Eduardo Baptista Jr. Sales Manager: Jose Luengo. Advertising Chief: Jose Valdivia. Promotion: Jesus Acosta. A&R: Guillermo Acosta (national). Hector Gonzales de la Barrera (international).
Subsidiaries: Capitol, Liberty, Warner Brothers, Colpix, His Master Voice, Columbia (England), Odeon, Pathe, Elektrola, Parlophone, Colombiana de Discos, Puchito, Marvella, Industrias electricas y musicales.

PEERLESS DE MEXICO, S.A.
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President: Heinz Klinckwort. General Manager: Leo Porias. Artistic Manager; Guillermo Kornhauser. Coordination Manager: Guillermo Buerckle. Sales Manager: Fritz Hentschel. A&R: Francisco Mendez and Fidel A. Vista.
Subsidiaries: Deutsche Grammophon, London, Polydor, Telefunken, Archiv, Command, Seeco, Royale, Cubaney, Meca, Marvella, Discomoda, Palacio, Simens, Chantecler, Antar, TK, Orion, Onex, Silver, Corona, Meca.

DIMSA (DISCOS MEXICANO, S.A.)
Address: Av. Universidad 1273. Mexico, D.F.
President: Rogerio Azcarraga. General Manager: Alejandro Siegrist. International manager: Luis Adell. Sales Manager: Luis Videz. Promotion and Public Relations: Ignacio Morales. A&R: Francisco de la Barrera and Guillermo Samperio.
Labels: Orfeon, Disma and Maya.

DISCO IMPORTADORA, S.A.
Address: Durango 252-303. Mexico, D.F.
General Manager: Mario Freidberg. Sales Manager: Hector Manuel Islas. A&R: Miguel Angel Serralde.
Label: Tizoc. Subsidiaries: Hi-Fi, Fantasy, World Pacific, Pacific Jazz, GNP, Folkways, WG, Disk Jockey, Ricordi.

COMPANIA IMPORTADORA sw DISCOS, S.A.
Address: Tenayuca 475-F. Mexico, D.F.
President: Gabriel Mendoza
Labels: Decca, Coral, Audio-Mex (local) Brunswick.

DISCOS CO-RO, S.A.
Address: Bahia de Perula 80. Mexico, D.F.
President: Federico Riojas. Production Manager: Guillermo Macedo. A&R: Avelino Preza.
Labels: Co-Ro, MGM, United Artists, Silvertone.

GAMMA, S.A.
Address: Ejercito Nacional 16F-1. Mexico, D.F.
General Director: J. Vidal Zapater. Sales Manager: Jose T. Munoz. Administrative Manager: Tomas Garcia
Labels: Gamma, Hispa-Vox, United Artists, Parkway, Atco, Atlantic, Cameo, Laurie, Cadence, Vega, Gema, CGD, Ducrett Thompson, ABC Paramount, Buena Vista, Venevox, Chancellor.

DISCOS ALEGRIA, S.A.
A&R: Jose de Jesus Hinojosa
Address: Xochicalco 242-2. Mexico, D.F.
Label: Algeria.

DISCOS BEL ART, S.A.
Address: Amores 1431. Mexico, D.F.
General Manager: Andre Toffel. A new recording company that just start to organize.

Mexico Music Publishers

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General Manager: Luis Martinez Serrano
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General Manager: Luis Espino Barros
Adress: Londres 179. Mexico, D. F.

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Adress: Melchor Ocampa 212-106. Mexico, D. F.

HERMANOS MARQUEZ, S. A.
Managers: Jose, Ramon and Enrique Marquez
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THE HOUSE OF GURTLER

Walter Gurtler, one of the most active record producers in Italy, expanded his Italian record operation this year with a new building including office facilities, a recording stage and a record molding factory. The new addition adjoins the building he erected two years ago to house his hot Italian disk firm Red Records.

The new Gutler house is located at Pero, a section on the outskirts of Milan. When completed in 1963, Gurtler plans to move all his companies into the new building and will also merge his two current firms, Saar and Gurtler, at that time.

The current executive staff of the two firms includes: Walter Gurtler, vice-president; Maestro Leoni, A & R manager; Maestro Libano, A & R manager; Mr. Prandin, director; Mr. Balloni, sales manager; and Mr. de Gioia, advertising-promotion manager.

The start of Gurtler's activity on the Italian market goes back to the years following World War II. But it was in 1950 that he established Saar as a record pressing factory and the house of Gurtler as a record company. Saar had been operating in this fashion until 1958 when it took over representation of the Verve label in Italy. The biggest record Gurtler had was Mercury's "Only You" by the Platters. It was a significant record event in Italy since it played an important role in changing Italy's music tastes toward rock and roll tempos. In addition to Verve, Gurtler had the Atlantic line in Italy and enjoyed considerable success with it, especially so with Bobby Darin's "Mack The Knife."

In April, 1960, the company signed a contract with Warner Bros. for Italian representation. Through the WB catalog, the company had a number of money making disks including George Greely's "Lucy's Theme;" "So Sad" and "Ebony Eyes" by the Everlys; and others by Don Ralke, Bob Luman and Sir Chancey.

From the catalog of Barclay, which Gurtler has distributed in Italy for quite some time, came the name of Dalida to Italy—a songstress who sold well with "Les Gitans," "Never On Sunday," "Milord," and her current hit "Et Maintenant." Another Barclay name to hit in Italy is Charles Aznavour, who clicked with "Il Faut Savoir."

On the domestic front, Gurtler has two hot names in Adriano Celentano and Tony Dallara, both continually on the Italian best seller lists. Celentano, a home grown discovery of Gurtler's had a number of records which topped the 100,000 mark in Italy, including "Il Tuo Bacio E' Come Un Rock (Your Kiss Is Like A Rock)", "Impazzivo Per Te (I Was Crazy For You)," "Non Esiste L'Amor (Love Does Not Exist)." "24,000 Baci (24,000 Kisses)," and "Nata Per Me (Born For Me)" which recently topped the 400,000 in Italy—and amazing figure for this country.

Tony Dallara is consistently one of Italy's best selling artists. Last year he had one of Italy's biggest hits in "La Novia" and later won the Canzonissima contest with "Bambina Bambina." This year he has hit the charts with "Alla Mamma" and is currently selling well with "Caterina." Others in the Gurtler roster include Anita Traversi, I Campioni, Caterina Villalba, and the recently pacted Remo Germani.

Gurtler continues to represent Warner Bros., Atlantic and Barclay in Italy.

(Top Right)
Walter Gurtler,
Vice President of Italy's
Red Records

(Right)
A view of the New Gurtler Building

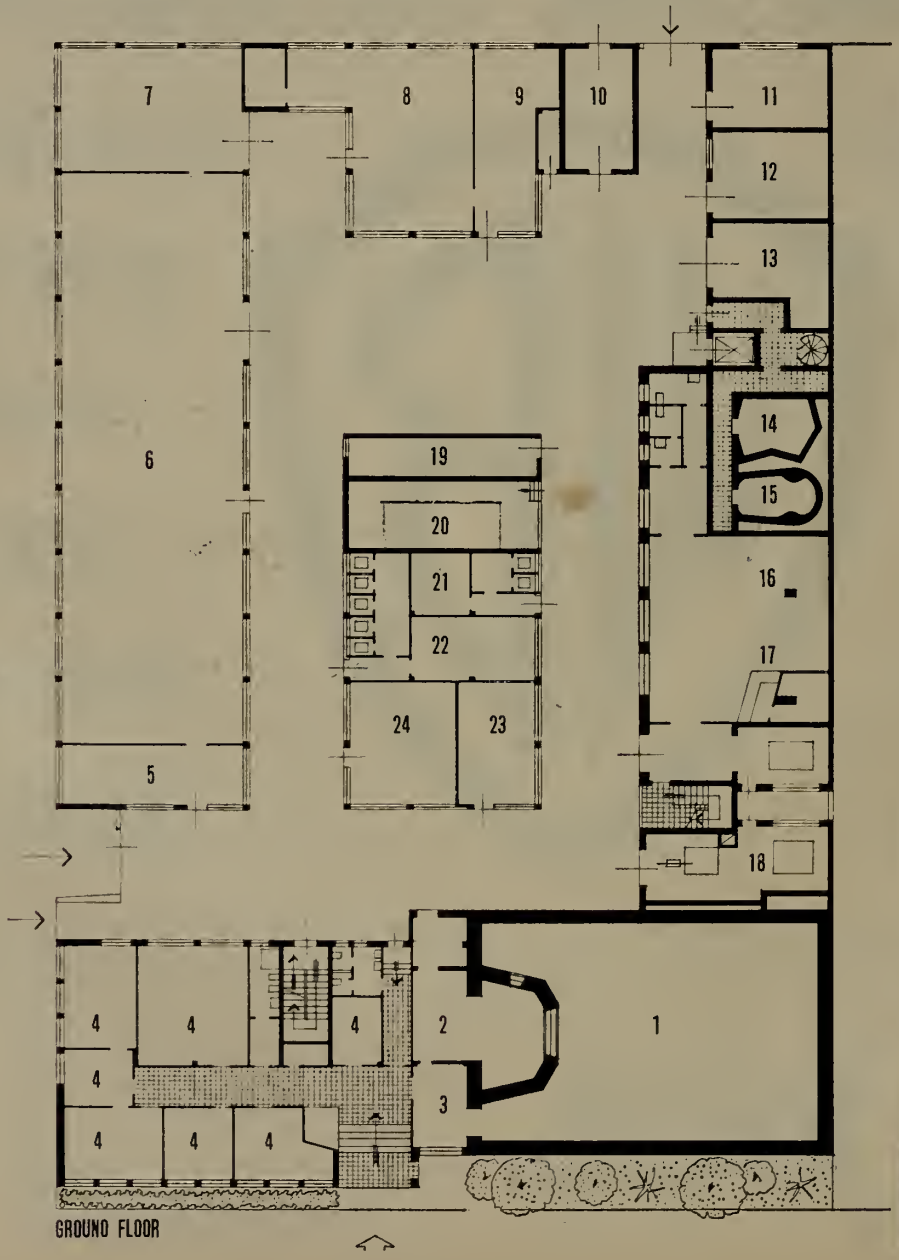
(Bottom)
The floor plan of
the new House of Gurtler

GROUND FLOOR

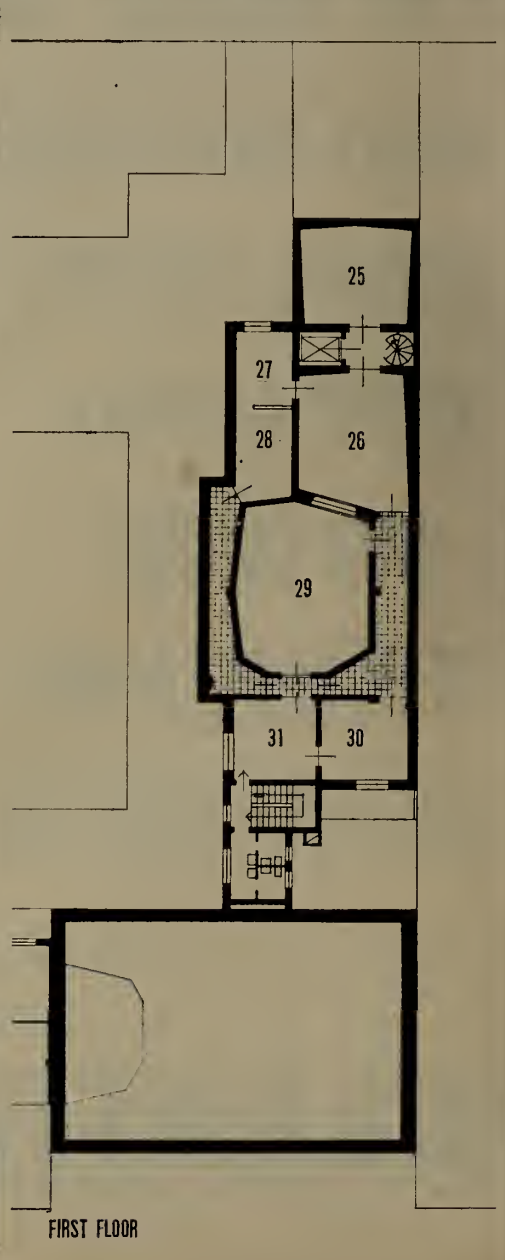
1 Recording Studio
2 Direction
3 Lobby
4 Offices
5 Monitor room
6 Pressing room
7 Storehouse
8 Galvanoplastics
9 Workshop
10 Electric cabin
11 Hoisting central and feed water softening
12 Metal parts store
13 Garage
14 Echo 1
15 Echo 2
16 Refreshing room
17 Barroom
18 Steam power plant
19 Heat exchanger
20 Steam power plant
21 Women locker room
22 Men locker room
23 Transfer machine
24 Mess

FIRST FLOOR

25 Transfer machine
26 Direction
27 Office
28 Tapes archiv
29 Recording Studio n° 2
30 Tests room
31 Lobby



GROUND FLOOR



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ITALY . . . . The Last 12 Months

The general impression of the first six months of 1962 on the Italian disk scence is that there were too few big hits and too many smaller ones.

Five titles rank as big successes. They were "Let's Twist Again" by Peppino Di Capri (Carisch), over 400,000 in sales, "Nata Per Me (Born For Me)" by Adriano Celentano (Gurtler), over 400,000 in sales, "La Ballata Della Tromba" by Nini Rosso (Titanus-Durium), over 300,000 in sales, "Quando Quando Quando" by Tony Renis (VCM), over 300,000 in sales, and "Wheels" by Billy Vaughn Decca), over 200,000 in sales.

Beyond these, the sales average of many releases is considered far too low, Cash Box learned upon getting impressions from disks execs.

The six months period also saw a continued decrease in the importance of American product. It's noted that rock 'n roll was introduced to Italy via American disks, while the twist craze was spurred in Italy by an Italian artist, Peppino Di Capri, with his "Let's Twist Again," which he introduced on TV last Dec. with dramatic results—a great twist fad in Italy.

The Italian charts over the past two years has included more domestic hits and less foreign. Such previous hit artists in Italy as Connie Francis, Paul Anka and Elvis Presley are less effective in Italy than they were several years ago.

A great event here March 1 was the opening of RCA Italiana's studios in Rome, the largest recording facilities in the world. Over 500 people attended the formal opening that day.

Walter Gurtler this year purchased a new building featuring offices, a recording studio and moulding factory.

All of Gurtler's activities will be housed in the building, located at Pero, a section near Milan, within a year.

1962 brought from Paris to Milan Francois Minchin as new director of La Voce Del Padrone-Columbia-Marconiphone (VCM). When Minchin joined VCM in Jan., the firm's catalog was enriched by the addition of Liberty Records, which VCM has been promoting very well in Italy.

In a sense it was VCM that won this year's San Remo festival. "Addio Addio" may have been the winner, but two VCM recordings of runners-up, "Tango Italiano" and "Quando Quando Quando" by Tony Renis, did far better in disk sales. VCM had a similar experience last year with "24,000 Kisses" by Adriano Celentano and "Like A Symphony" by Pino Donaggio. Both San Remo entries placed after "Al Di La," the number one tune, but not a big disk success that year.

"Al Di La," however, became a big hit in the U.S. this year via Emilio Pericoli's waxing on Warner Bros. (from the soundtrack of "Rome Adventure"). This surprised everyone in the Italian disk business. It was the biggest Italian-made success in the U.S. since Domenico Modugno's "Volare" in 1958.

The question of Columbia Records representation in Italy is still left unanswered. The label recently ended its ties with Philips in Italy, and has left everyone guessing as to what will be its move.

Durium this year no longer handled the Top Rank label, which ceased operations. Last winter, the label had a big success with "La Ballata Della Tromba." Durium took over the foreign distribution of Clan, the label of Adriano Celentano, except for Switzerland and South America.

There were big changes at Melodicon (Philips Italiana) during the first half of 1962, losing Columbia, but getting Mercury and Interdisc.

Unexpected daily radio and TV exposure on "Wheels" by Billy Vaughn gave Decca Italia a big hit, as did the label's version by Caterina Valente, whose disks, including her "Twisting The Twist," have been receiving a sales impetus thanks to her many appearances on Italian TV. Other good Decca Italia sellers are Pat Boone, the Machucambos and The Champs.

Big news at Rifi so far this year was its taking over of the distribution of Adriano Celentano's label, Clan, in Italy. Clan's first release, "Stai Lontana Da Me (Tower of Strength)," was an immediate success.

ITALY'S BEST SELLERS OF THE FIRST SIX MONTHS OF 1962

1	Let's Twist Again	a) Peppino Di Capri b) Chubby Checker	Carisch Parkway
2	Nata Per Me	Adriano Celentano	Gurtler
3	Ballata Della Tromba	Nini Rosso/Titanus	Titanus-Durium
4	Quando Quando Quando	Tony Renis	VCM
5	Bambina Bambina	Tony Dallara	Gurtler
6	Wheels	Billy Vaughn	Decca Italia
7	Stai Lontana Da Me	Adriano Celentano	Clan
8	La Ragazza Col Maglione	Pino Donaggio	VCM
9	Like I Do	Nancy Sinatra	Reprise
10	Tango Italiano	a) Milva b) Sergio Bruni	Cetra VCM
11	La Paloma	a) Elvis Presley b) Connie Francis	RCA MGM
12	Moon River	a) Henry Mancini b) Nico Fidenco	RCA Victor RCA Victor
13	Twisting The Twist	Caterina Valente	Decca
14	You Are My Rose	Joe Damiano	Bluebell
15	Come Nasce Un Amore	Nico Fidenco	RCA
16	Besame Mucho/The Way You Look Tonight	Ray Conniff	Melodicon
17	Gondoli Gondola	Sergio Bruni	VCM
18	Tango Del Mare	Betty Curtis	CGD
19	Il Faut Savoir	Aznavour	Gurtler
20	Et Maintenant	Becaud	VCM
21	Caterina	a) Perry Como b) Tony Dallara c) Marino Marini	RCA Gurtler Durium
22	Ogni Giorno	Paul Anka	RCA
23	How Wonderful To Know	Cliff Richard	VCM
24	Montecarlo	Dorelli	CGD
25	Evelyne	Rosso	Durium
26	Ciao Amore	Celentano	Gurtler
27	Pera Matura	Donaggio	VCM
28	Amor Amor/Tango Per Favore	Tony Renis	VCM
29	Moliendo Cafe	Mina	Italdisc
30	Someone Else Boy	Francis	MGM
31	Tequila Twist	The Champs	Decca Italia
32	Retiens La Nuit	Holliday	Philips
33	Renato	Mina	Italdisc
34	Midnight In Moscow	Kanny Ball	Durium
35	Johnny Will	a) Pat Boone b) Arturo Testa	Decca Italia Melodicon
36	The Lion Sleeps Tonight	Tokens	RCA
37	Town Without Pity	Gene Pitney	
38	Cuando Calienta El Sol	Los Hermanos Rigual Los Marcellos Ferial	RCA Italiana Durium
39	Tomorrow Night	Arturo Testa	Melodicon
30	Il Cappello	Vianello	RCA

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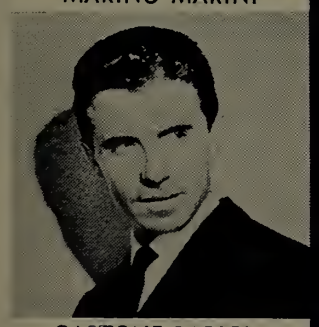
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Giannini Talks of "Success"

About two years ago, Joe Giannini, executive manager of CGD and GC records, stated from these columns that to be completely successful, the two companies had to reach an overall record sale of 2 million per year. This anticipation seemed to be rather venturous and even the optimistic people of the record field thought that the indicated figure was very difficult to be reached. Today it can be stated that Giannini was right. As a matter of fact, the two companies have had such a number of disk successes in the past two years, that the figure has been surpassed.

"We have been able to see these top sales," Giannini states today, "for a lot of reasons. First of all, the high quality of the product marketed. I seize this opportunity to thank from these columns all the American companies which we represent, for giving us such good records constantly, as well as our Italian artists who have completed our success.

"Besides this, there have been important factors which helped the companies to be successful. One of these is undoubtedly the closer relationship with Italian TV which, through an official co-operation, has permitted GC and CGD to present on television artists as: Connie Francis, Nancy Sinatra, Gene Pitney, Bobby Rydell, Tony Williams, Lou Monte, Digno Garcia, Sammy Davis Jr., Dick Caruso.

"I hope," Giannini adds, "I'll have the chance, with the help of the American companies, of their artists and their managers, to continue with this Television policy which has given such good results.

"As a matter of fact, the successes of the following records:

"La Paloma," "Luna Caprese," "Violino Tzigano" by Connie Francis.

"Like I Do" by Nancy Sinatra.

"Town Without Pity" by Gene Pitney.

"Sway" by Bobby Rydell.

"It's So Easy To Surrender" by Tony Williams.

"Twist Italiano" by Lou Monte.

"Moliendo Café" by Digno Garcia.

"Everybody Calls Me Joe" by Sammy Davis.

must be attributed primarily to the fact that the related artists have exhibited themselves on Italian TV. As it is known, this is the most important way to promote sales in Italy.

"Besides the above records, other labels' top sellers have been:

"Montecarlo" by Johnny Dorelli.

"Tango Del Mare," "Midi-Midnette," by Betty Curtis.

"Abat Jour" by Henry Wright.

"Granada" by Frank Sinatra.

"Dream Concerto," "Exodus," "Le Piace Brahms?" by Ferrante & Teicher.

"Let's Twist Again," "Twist" by Chubby Checker.

"As far as the future is concerned," Giannini states, "we'll try to attain these top sales again and we'll do our utmost to make our Italian artists very popular abroad and especially in the United States. The deal we have just concluded with London Records for exploitation of our catalogue in USA, gives us the certainty that our artists will have the best promotion possible over there."

ITALIAN RECORD MANUFACTURERS

BLUEBELL
Tel: 48 29 74
Via Garian 52, Milan
Mr. Casetta, director.
Labels: 20th Century Fox, Chancellor, Colpix, Delfi, Challenge, Canadian American, Cadence, Vee Jay, Candid, Stryville, Sonet, Debut, Bluebell.

CARISCH
Tel: 65 07 41
Via General Fara 39, Milan
Mr. Galli, director; Maestro Mazzocchi, art adviser.
Labels: Carisch, Odeon, Parlophon, Parlophon-King.
Recording studio: Via Monviso 17, Milan.

CEMED
Tel: 79 14 40
Galleria del Corso 4, Milan
Mr. Gramitto Ricci, director.
Labels: Carosello, Curci, Erato, Disneyland, Mardigrass, Post, Triola.

COMBO
Tel: 79 91 58
Corso Europa 16, Milan
Mr. Trevisan, director.
Labels: Combo.

COMPAGNIA GENERALE DEL DISCO (C.G.D.)
Tel: 79 48 41
Galleria del Corso 4, Milan
Mr. Sugar, president; Mr. Crepax, manager; Mr. Giannini, executive manager.
Labels: CGD, MGM, United Artists, Verve, Everest, Palette, Carlton, Aquario, Derby.

DECCA
Tel: 87 40 48
Via Brisa 3, Milan
Mr. Bacchini, director.
Labels: Decca, Telefunken, Argo, Oiseau Lyre, London (Dot, Kapp, Hi, Jamie, Guyden, Challenge, Big Top, Warwick, Sun, Monument, Felsted).

DURIUM
Tel: 87 34 94
Passaggio Degli Osii 2, Milan
Krikor Mintangian, president.
Labels: Durium, Circus, Royal, Sprint, Adventure, Top Rank, Titanus, C.A.M., D.M.E., Laurie.
Durium also distributes in Italy the catalogue represented by Cemed.
Durium distributes Clan abroad except for Switzerland and Sud America.
Recording moulding factory: Durium, Erba, Como.
Sound recording studio: Via Pastrengo 16, Milan.

FONIT-CETRA
Tel: 57 77
Via Bertola 34, Turin.
Mr. Carrara, director.
Fonit's labels: Fonit, Cricket, Command, Hi Fi Records.
Cetra's labels: Cetra, Excelsius, Miller International, Stereo Fidelity.
Record moulding factory: Via Meda 45, Milan.
Recording studio: Via Bertola 34, Turin.

GALLERIA DEL CORSO (G.C.)
Tel: 79 48 41
Galleria del Corso 4, Milan
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Labels: GC, Reprise, Cameo, Parkway, Ikory.

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Labels: Ricordi, Roulette, Argo, Mezhdunarodnaja-kniga (U.R.S.S.), Round Table, Tavola rotonda, Tico, Westminster.
Sound recording studio: Via dei Conquecento 1, Milano.

GURTLER & C
Tel: 49 01 71
Via San Vittore 40, Milan
Walter Gurtler, director.
Labels: Music, Celson, Atlantic.
Recording studio: Via San Martino 9, Milan

ITALDISC
Tel: 83 48 03
Viale Papiniano 45
Davide Matalon, director.
Labels: Italdisc.

JUKE BOX ITALIANA
Tel: 79 53 53
Galleria del Corso 2, Milan
Cario Alberto Rossi, director.
Labels: Juke Box.
Recording studio: Via Barletta 11, Milan.

MEAZZI
Tel: 86 73 61
Via Piatti 4, Milan
Meazzi Bros., directors.

MELODICON
Tel: 63 73 61
Via Turati 8, Milan
Manlio Baron, director.
Labels: Philips, Melodicon, Mercury, Fontana, Interdisc' lines.
Record moulding factory: Via Benadir 14, Milan.
Recording studio: Piazza Cavour 2, Milan.

PHONOCOLOR
Tel: 37 11 30
Via Maffucci 18
Director: Mr. Rota, Mr. Sciascia.
Record moulding factory: Via Maffucci 18, Milan.

RCA VICTOR
Tel: 41 60 41
Via Tiburtina KM 12, Rome
Giuseppe Ornato, Ennio Melis, directors.
Labels: RCA Victor, RCA Camden, RCA Serie Europa, VIK, Ducretet Thomson, Les Discophiles Francois.
Record moulding factory: Via Tiburtina Km 12, Rome.
Recording studios: Via Tiburtina Km 12, Rome.

RED RECORD
Tel: 35 30 338
Pero, Milan
Mr. Bonaccina, director.

RI-FI RECORD
Tel: 80 24 93
Piazzetta 2, Milan
Alberto Carisch, Mr. Ansoldi, directors.
Labels: Ri-Fi, Primary, Variety, Publidisco.
Ri-Fi distributes Clan in Italy.
2 record moulding factories: 1) Ri-Fi, via Durazzo 2, Milan. 2) Calypso, Via Quintino Sella 91A, Busto Arsizio.

S.A.A.R.
Tel: 48 30 58
Viale di porta Vercellina 14, Milan
Walter Gurtler, director.
Labels: Jolly, Warner Bros, Stella, Barclay, Folkways.
Record moulding factory: Via Salvatore Pianel 21, Milan.

SIEMENS
Tel. 66 71 41
Via Locatelli 5, Milan
Mr. Riechof, director.
Labels: Deutsche Grammophon Gesellschaft, Archiv, Polydor, Heliodor, Coral, Brunswick.

SUPRAPHON
Vie Tazzoni 6, Rome.
Mr. Trovaioli, director.
Label: Supraphon.

VIS RADIO
Corso Umberto I, 132, Naples.
Mr. Scopa, managing director; Maestro Conte, artistic director.
Label: Vis Radio.
Sound recording room: Cupa Cajafa 36, Naples.

VOCE DEL PADRONE COLUMBIA MARCONIPHON
Tel: 43 40 41
Via Domenichino 14, Milan
Francois Minchin, director.
Labels: La Voce del Padrone, Capitol, Columbia, Pathe, Impulse, Liberty ABC Paramount, King, Coed, Imperial (Germany), Regal.
2 record moulding factories: 1) Via Domenichino 14, Milan—2) Viale Umbria 37, Milan.
Recording studio: Via Santa Eufema 25, Milan.

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(Continued on page 40)

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The Recording Scene in Italy Today

(Written expressly for Cash Box by Bruno Pozza of Ricordi)

Immediately after the war every American song was a sure hit in all Europe, and, on the contrary, quite a few European songs had chance to become hits in the States. From that time many things and events have occurred, and the situation has greatly changed, with a remarkable advantage for the European music. Of course, the situation is very far from capsizing, but, instead of 8 songs out of 10, the European charts present 3-4 American songs, and in many cases the European recording is the cause of the success (Italy: TOWER OF STRENGTH, Germany: JOHNNY WILL, France: THE LION SLEEPS TONIGHT, etc.), while, few years ago, the European recording was secured only to fulfill a clause of contract, and the songs were acquired in consideration of their original records. Now an American singer cannot reach in Italy the figures of Adriano Celentano or Tony Renis, and in the last four years many European songs have entered the American charts, and even some European recordings have done it: we remember VOLARE by Modugno, TORERO by Carosone, SEEMAN by Lolita and in the last weeks STRANGER ON THE SHORE by Mr. Acker Bilk and AL DI LA' by Emilio Pericoli.

As to Italy, an important reason for such changement is the new way for the Italian lyrics. Many years ago the Italian words, with few exceptions, were so bad that people preferred not to hear them, and the difficulty of the language, therefore, was nonexistent for foreign artists. In the last few years (1958, Modugno), the lyrics have been prepared with much care and with new style, avoiding all the old phrases which have now lost any meaning, without forced rhymes, following exactly with the verse accents the music rhythm. The best examples are: VOLARE, AL DI LA', IL CIELO IN UNA STANZA, COME SINFONIA, QUANDO . . . QUANDO . . . QUANDO . . ., ROMANTICO AMORE. In fact few young writers (Chiosso, Migliacci, Mogol, Pallavicini, Testa, etc.) have started a "new way," and giving to the Italian singers good Italian words, have given them greater possibilities of becoming popular in their country.

Italians inclination for music has a great name all over the world; often, during their voyages abroad, Italians are asked to sing, since it is a general understanding that Italians sing always well, and Italian music (both classical and popular) is known everywhere music is played. Notwithstanding that, Italian popular singers are rather unknown abroad, and this is because of the language. For pop songs, indeed, lyrics are very important, and the Italian language is understood in few countries. Some Italian artists have broken this problem by force, as Emilio Pericoli and Modugno, but they are two exceptions. Now an important step is being taken by Italian artists, Tony Renis, who has just recorded his last success, "QUANDO . . . QUANDO . . . QUANDO . . .", in English, and MINA who got the number one slot in Germany with HEISSER SAND sung by her in German language and not yet released in Italy. Tony is not the first singer to do so, others have done it before: Caterina Valente, Connie Francis, Marino Marini and many others, but Tony Renis is starting a new way. Valente, Connie Francis, etc. recorded in languages of other countries after having had a certain success in these countries with records in their original language. Tony Renis, on the contrary, tries to have his first success in the different countries with the local languages. If he has success, no doubt, he shall have many imitators. He would open a period of exportation of masters from Italy.

How The Common Market Affects Record Sales

(Written expressly for Cash Box by Mr. R. Degoy, EMI liaison officer in the common market)

We are pleased to publish this article on The Common Market written specially for Cash Box by Mr. R. Degoy. EMI Liaison Officer in the Common Market.

"The European Economic Community is the biggest single invention of the post-war. It has in its scope the gradual integration of the free people of Europe in all their spheres of activity, not only commercial as the simpler name of "Common Market" under which it is more widely known would seem to indicate, but a complete union of 170,000,000 people and more to come.

Great Britain, Denmark, Norway and several other countries are expected to join the European Economic Community very soon (Greece is coming as an Associate), and the prospects are for a Common Market of 250,000,000 people any time now.

But with its present six members, Belgium, France, Germany, Holland, Italy, and Luxembourg alone, the Community is already the biggest importer and the biggest exporter of the world. One does not usually realize for example that a member country like Holland is importing 49% of all it consumes and exporting 51% of all it produces. As a point of reference the United States imports 4% of their needs and exports 5% of their production.

In three years since its inception the binding together of the six countries has seen a very large progress in this trend: a 28% increase of Trade with the outside world—a balanced trade by the way where importations equal exportations. The community's imports from the USA alone increasing 40%, whilst in the same period the USA imports from other countries increased only by 19% and that of Great Britain by 17%.

At the same time the internal trade between member states has increased a whopping 78% and the standards of living inside each member state have made more progress than ever before.

Such are the results. But what is the secret of the community's success? The answer seems incredible but it is "faith": faith in pooling all efforts and all resources—including men—faith in avoiding conflicts, poverty, war and misery. Faith in the program of the community as written in its charter:

Unite the people of Europe
Promote their economic and social progress
Eliminate the barriers which divide them
Improve their standards of living and reach full employment
Help the depressed area and pool all resources
Defend peace and liberty

The beneficial climate of the community extends quite naturally to the gramophone record. This climate fosters the exchange of compositions, artistes and muscians, a special regulation having just liberated their passing from state to state without labor permits. It has increased and will continue to spread the recordings of one country into the other.

It does not mean that this will be done at the detriment of the outside countries—on the contrary: the pattern of record imports and exports with "third countries" is developing along the usual line of larger exchange and more diffusion which characterizes the life of the community.

And, by the way, the community has already planned to lower the tariff barrier on the finished records."

Mexico . . . . The Last 12 Months

The record scene in México in the past twelve months has been dominated by the artists of "the new wave" as it was demonstrated by The Best Sellers every week. Young singers as Enríque Guzmán, César Costa, Mayte, Angélica María, Los Rebeldes del Rock, Los Teen Tops, Los Crazy Boys, Paco Cañedo and many others have registered wonderful sales and their records have been played constantly on every radio station. The most popular rhythms have been the ballad, the twist and the bolero-ranchero. The bolero-ranchero, a combination of our folk music with the latin rhythm named bolero, is meeting a wonderful acceptance and artists like Javier Solís, Jose Alfredo Jiménez, Juan Mendoza, Alvaro Zermeño, Amalia Mendoza and some others are on the top now. The pure bolero rhythm, the same as the songs sung by trios have almost disappeared from the Mexican musical scene. However, we think that both will return some day. As to the tropical rhythm, things are so-so but is earning more popularity again in recent weeks. The American music has earned much popularity but sung in Spanish and by Mexican artists of the "new wave." People like Nat 'King' Cole, Frank Sinatra, Elvis Presley, Paul Anka, Chubby Checker, Doris Day and many others, are not as popular as they used to be. The only one who is still considered an idol is Ray Conniff, who increases his sales every day.

The most popular artists we have had in the last twelve months are more or less in this order: Javier Solís, Enríque Guzmán, Los Locos del Rítmo, Los Teen Tops, Ray Conniff, Mayte, César Costa, Angélica María, Los Rebeldes del Rock, Jose Alfredo Jiménez, Hermanos Carrión, Marco Antonio Muñíz, Paco Cañedo, Bill Haley, Los Crazy Boys, Connie Francis, Amalia Mendoza, Hnas. Jiménez, etc.

Foreign artists visiting the last months were very prolific. First came Louis Armstrong and the Hi-Lo's in August. Then TV actor Mike Connors who was a tremendous success. From Argentina Roberto Yanés; in November in theater and records Bill Haley; from England, returned to his country after many years, pianist Pepe Jaramillo; in January, conductor Shep Fields spent his vacation in this country; in March Nat 'King' Cole, Gloria Lasso, Bing Crosby was here on vacations and Frankie Avalon had the opportunity to see Frank Sinatra perform in the Mexican capital. In April again in town was Bill Haley; in May, the Mexican public was entertained by the sensational Sammy Davis. Also in May came Chubby Checker. And in June, European singer Caterina Valente surprised very nicely with her performance.

Also of note was that record importation was forbidden by the Mexican government unless the record companies pay very elevated taxes. Now all foreign records are pressed in México.

The Mexican record industry has a wonderful future. The recording quality has improved a hundred per cent and México has become an important record area.

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ARGENTINA....The Last 12 Months

The 1961-1962 period has been a difficult year for the Argentine record industry. Along these months, several troubles appeared, regarding—in general—the commercialization of the products. It started with the appearance of special discounts given by several companies to those dealers who bought a huge quantity; these discounts amounted from 5% to 20%, and enabled some dealers to send their records to the customers nearly at the same price as the official factory-to-retailer price. This was ended in December, when most companies decided to cut these discounts, after a meeting of the Chamber of Record Producers.

The second big trouble was the fall of the market, in March. After having two soft summer months, January and February, March showed a general sales reduction that continued in April and May, and is still in force. Some diskeries consider that there has been a 40 to 60% sales cut. This has obliged everybody to cut costs, with a reduction in releases, too. The big companies have been the most affected by these changes, because of their huge employee expenses.

Nobody knows when will the reaction come, although it is supposed that October or November may show it. In any case, almost everybody is now prepared for the storm, and expects to pass through it without harm. One thing that many have in mind are the royalty payments that have to be made effective yet, since the dollar has jumped from 83 to 130 pesos in the last three months. The record price, has jumped too, from 360 pesos to 455, but its cost in dollars has been reduced, due to the exchange change. However, it is supposed that all payments will be made in time, as most companies are working on a serious base and foreign recordings are proving to be good sellers.

In fact, several representations have been arranged during these past twelve months. One of the most important ones was the arrangement between Tonodisc (new company with former members of Music Hall) and Hickory, Jubilee and Time Records. Besides, Odeon (EMI representative) arranged the representation of Liberty. RCA is already planning the first Warner Bros. releases, while Disc Jockey arranged with Artone of Holland and Continental of Brazil. Music Hall started Reprise of the US and Copacabana of Brazil, which was previously held by Surco. The DGG lines (Deutsche Grammophon, and Polydor) changed their representative: now it is Philips, who's also with Mercury, and (through Polydor) is enabled to release Peerless of Mexico.

Three new companies started operating since July 1961: Producciones Fermata, representing Cameo, Parkway, Jamie and Ricordi, Producciones 10 and Tonodisc. One closed: Discofonia.

One of the interesting points in the market evolution is the appearance of several high fidelity and stereo good music records. The movement was probably started by Microfon, with the Audio Fidelity releases, which met surprising success. Now, Tonodisc is trying its Time and Series 70 records, while United Artists reports the first Ultra Audio records. In general, these releases are priced higher than regular LP's, but this doesn't seem to affect them very much. Musidisc records are also running very well.

The low price market has also continued growing: several Selection LP's have appeared, with good success. RCA put to sale three Explosivos albums, with American and local artists. Columbia hit the charts some months ago with "Burbujas Musicales," an album with good selection and Coca-Cola cooperation. Disc Jockey released several Compact 33's at 130 pesos, and reports good success, too. On these days, Music Hall is also putting to sale a "Promotional" album.

The musical comedy field showed its force when, some weeks ago, Columbia put to sale its "West Side Story" LP, with extraordinary success. There are few musical comedy records, but all of them sell well. Of course, Columbia's "My Fair Lady" is a standard. There are two more versions of this play, one also at Columbia (the Mexican version, sung in Spanish) and another one at Odeon Pops, recorded at the National theatre, in Buenos Aires.

There is one fact that makes everyone wonder about music business: the Reader's Digest Classical Music Set reports a sale of 120,000 sets up to date, at the price of 2400 pesos each. This should mean 1,200,000 LP's in one year! This fact should indicate that regular record companies aren't still in touch with all the potential customers. To solve this, Audio Fidelity has started an advertising campaign in magazines and newspapers, and it is supposed that several other diskeries will do the same. Now, Reader's Digest is planning a new Set. If it becomes a success, there will probably be others in the market soon. Up to now, the only company to offer sets is RCA, who has the "Spectacular Concert" box, and a deluxe seven record Beethoven set, which sells very well, in spite of its high price.

On the publishers side, there is a movement towards local music. There are two reasons: a) Local music has proved to be commercially suitable for other markets. b) In some cases, American publishers ask too much for the license of their tunes. It's very difficult for a tune to produce more than $200 or $300 in royalties; thus, if an American pubbery asks more than that for a tune, the local pubbery will have to think a lot about it before taking it. If this trouble was softened, there surely would be much more American music published here, with better results.

Folk music has increased its force even more during this period. Many new groups have appeared. The most important ones are Los Huanca Hua, Los de Salta, Los Paranaseros and Los Litoreños. Los Fronterizos, Los Chalchaleros, Los Cantores de Quilla Huasi, Atahualpa Yupanqui and Eduardo Falu have maintained their force, increasing it in some cases.

Many local vocal groups have started trips to Europe and Latin American countries. Los Cinco Latinos started this with a two-year long tour. Los Santos, Los TNT and now Los Tres Sudamericanos have also tried, with success. These tours start in Spain and then continue in France, Italy and sometimes Germany. It may be supposed that, in the next twelve months, many other artists will do the same.

Television has become very important in the last year. The growing competition between Channels 7, 9, 11 and 13 has resulted in very good programs that attract big audiences. There are approximately 900,000 TV sets in Buenos Aires, and about 60,000 more in Cordoba, Mendoza and Mar del Plata, the other cities with TV plants. Recently, the University of Cordoba started the second TV station in that city. Channel 10. The other one, Channel 12, belongs to the Goar Mestre net, as does Channel 13 of Buenos Aires. Television is now a major factor in an artist's popularity, and is a must in every visit.

Regarding the language in which tunes must be sung, the charts show a majority of Spanish-sung songs. This is not necessary when the tunes are recorded by internationally famed artists (Neil Sedaka, Paul Anka, Adriano Celentano and now Bryan Hyland) but Spanish lyrics are now always done. In the past twelve months, there have been few instrumental hits (Wheels, Midnight in Moscow, Come September and Mexico) and three twist hits, two of them by Chubby Checker. There have been sev-

(Continued on page 43)

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ARGENTINE ALL TIME BEST SELLERS

La Cumparsita*	Juan D'Arienzo	RCA Victor
Mariquilla	Jose Luis	Philips
Fueron Tres Anos*	Hector Varela	Columbia
Ella	Miguel A. Mejia	RCA Victor
Baion De Madrid*	Los 4 Amigos	Columbia
Ansiedad	Nat King Cole	Capitol
Bajo El Cielo De Paris	Three Suns	RCA Victor
Nuestro Juramento	Julio Jaramillo	TK
Rosas De La Plaza Washington	Werner Muller	Polydor
Canario Triste	Dinah Shore	RCA Victor
Fumando Espero	Hector Varela	Columbia
La Pachanga	Luis Aguile	Odeon
La Historia De Un Amor	Hector Varela	Columbia
Diana	Paul Anka	Ariel
Juan Guerrero	Charro Avitia	RCA Victor
Danza De Buck	David Carrol	Mercury
Delicado	Waldir Azevedo	TK
La Novia	Antonio Prieto	RCA Victor
Only You	The Platters	Mercury
It's A Sin To Tell A Iie	Smith	Columbia
Que Tarde Que Has Venido*	Hector Varela	Columbia
Adam And Eve	Paul Anka	Ariel
Ruega Por Nosotros	Miguel A. Mejia	RCA Victor
Celos	Frankie Laine	Columbia
Serenata A La Luz De La Luna	Glenn Miller	RCA Victor
El Jinete	Miguel A Mejia	RCA Victor
Magica Luna	Baby Bell	Odeon Pops
La Mamadera	Yuyu De Silva	Odeon Pops
You Are My Destiny	Los Cinco Latinos	Columbia
Moliendo Cafe	Hugo Blanco	Polydor
Cafe A La Italiana	Dany	Disc Jockey
Quemame Los Ojos	Rosamel Araya	Disc Jockey
La Payanca*	Muchachos de Antes	Disc Jockey
Donde Estara Mi Vida	Joselito	RCA Victor
El Vagabundo	Los Panchos	Columbia
Y Besame Otra Vez*	Hector Varela	Columbia
Patrulla Americana	Glenn Miller	RCA Victor
Baion Del Desierto	Abel Ferreira	TK
Ue Paisano	Nicola Paone	TK
Sh-Boom	Los Tripulantes	Mercury
Makin' Woopee	John Gordy	RCA Victor
Piove	Domenico Modugno	Music Hall
Pantalones De Fantasia	David Carroll	Mercury
Angelina	Eddie Calvert	Odeon
El Sucu Sucu	Tarateno Rojas	H y R
Gallo Ciego	Donato Racciati	Sondor
Callejero	David Carroll	Mercury
Si Me Hablaras Corazon*	Hector Varela	Columbia
Vuela Paloma	Miguel A. Mejia	RCA Victor
Pity Pity	Billy Cafaro	Columbia
Pity Pity	Paul Anka	Ariel
Taquito Militar*	Mariano Mores	Odeon
Charleston Parisien	Leo Clarens	Columbia
High Noon	Frankie Laine	Columbia
Brasil	Ray Conniff	Columbia
Que Puntada*	Enrique Rodriguez	Odeon
Jezabel	Frankie Laine	Columbia
Adios Corazon*	Osvaldo Pugliese	Odeon
Recordandote*	Los Cinco Latinos	Columbia
Pepitas De Oro	Xavier Cugat	Columbia
Rock Around The Clock	Bill Haley	Decca
Angelica	Cantores de Quilla Huasi	Philips
Presumida	Teen Tops	Columbia
Popotitos	Teen Tops	Columbia
Wheels	Billy Vaughn	Music Hall
And the Heavens Cried	Tony Vilar	Columbia

*Local Product

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ARGENTINA....The Last 12 Months

(Continued from page 42)

eral Italian hits, showing this type of music doesn't lose its popularity. Twelve of the biggest smashes have been produced locally, and at least two of them have good International possibilities.

Another important news in the publishers field have been the arrangement between SADAIC (Argentine Society of Composers) and the diskeries, regarding royalties for composers, which were raised from 3.33% to 4%. Other big news is the possibility of an arrangement between SADAIC and Brazilian record producers. Some years ago, SADIAC gave its representation in Brazil to BIEM, and the diskeries in that country practically stopped recording Argentine music, with a great damage to our composers. Now, it seems that a complete arrangement is near.

Before writing this column, this Cash Box representative visited the diskeries, asking their toppers for comments about the record scene in Argentina. Some of them criticized the record distribution organization in the country, saying that there are many dealers that are losing interest in records, because they find little earning in it. Thus, the music business has concentrated into three or four big stores, in Buenos Aires, and several others that are still working hard. In the opinion of one interviewed, the record companies should encourage people to get into the record business and this would mean a big maket expansion. Another topper stated that there are few good music records, while still too many records are released without a good artistic background.

Regarding stereo, the market is becoming interesting. The main trouble —as in many other countries—is that the equipment is still too expensive. However, many people are turning to stereo and this type of record always sells well. The top mark for stereo LP's is, up to now, 8,000, and was reached by Peter Appleyard's "Percussive Jazz." Louis Armstrong's "Five Pennies," a couple of years ago also sold pretty well.

Another of the industry's main troubles (the recording equipment) is also being solved. Both Columbia and Sicamericana are finishing new stereo recording studios, with up to date equipment, which will allow good records. Up to now, when good sound was needed, some diskeries had to record in Brazil, make the stampers there, and then press the records in Argentina. With the new machinery, this will not be necessary.

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CALESITA

ARGENTINA-Best Sellers Past Twelve Months

Angelica*	Los Quilla Huasi (S)	Pbilips
And The Heavens Cried	Tony Vilar (S)	Columbia
Ballata Della Tromba	Cinco Latinos (S)	Columbia
Bambina Bambina	Tony Dallara	Columbia
Calendar Girl	Neil Sedaka	RCA
Cara De Payaso	Antonio Prieto (S)	RCA
Come September	Billy Vaughn	Music Hall
Del Tiempo' I Mama*	Los Quilla Huasi (S)	Philips
Dum Dum	Brenda Lee	Decca
Escandalo	Javier Solis (S)	Orfeo
Gaucbo Pacbanguero*	Carlos Argentino (S)	Music Hall
Juntitos Juntitos*	Cinco Latinos (S)	Columbia
Il Nostro Concerto	Roberto Yanes (S)	Columbia
Happy Birthday, S. 16	Neil Sedaka	RCA
Kissin' On Tbe Phone	Paul Anka	Ariel
La Gorda*	Los Chalchaleros (S)	RCA
Let's Think About Living	Jobnny Carel (S)	Orfeo
Let's Twist Again	Chubby Checker	Fermata
Legatta A Un Granello De Sabia	Nico Fidenco	RCA
Loveland	Paul Anka	Ariel
Love Me Warm And Tender	Paul Anka	RCA
Little Devil	Neil Sedaka	RCA
Luminarias*	Los Tres Sudamericanos (S)	Columbia
Mami*	Ambar La Fox (S)	Odeon Pops
Mexico	Billy Vaughn	Music Hall
Midnigbt In Moscow	Sterling Brandy	Tonodisc
Moliendo Cafe	Hugo Blanco	Polydor
Multiplication	Bobby Darin	Atlantic
Nacida Para Mi	Los Santos (S)	Music Hall
Nata Per Me	Adriano Celentano	Microfon
Non, Je Ne Regrette Rien	Los Cinco Latinos (S)	Columbia
Nena Nenita*	Antonio Prieto (S)	RCA
Non Esiste L'Amour	Adriano Celentano	Microfon
Pide	Lucho Gatica (S)	Odeon
Popotitos	Teen Tops (S)	Columbia
Presumida	Teen Tops (S)	Columbia
Quiero Amanecer	Sarita Lascarro (S)	RCA
Runaway	Del Shannon	London
Son Rumores*	Antonio Prieto (S)	RCA
Tbe Wanderer	Dion	Odeon Pops
The Night I Cried	Bryan Hyland	Ariel
Tonight My Love Tonight	Paul Anka	Ariel
Total Para Que*	Las Chispitas (S)	Odeon Pops
Twistin' USA	Chubby Checker	Fermata
Wheels	Billy Vaughn	Music Hall
Y El Poeta Lloro*	Cauby Peixoto (S)	RCA
Unica	Julio Molina Cabral (S)	Philips

*Local Product; (S) In Spanish

ARGENTINE RECORDING STUDIOS

INDUSTRIAS ELECTRICAS Y MUSICALES ODEON SA
Corrientes 485
Buenos Aires

RCA VICTOR ARGENTINA SA
Bartolome Mitre 1961
Buenos Aires

COLUMBIA ARGENTINA SRL
Paraguay 1583
Buenos Aires

ESTUDIOS SAN MARTIN
Tucuman 451
Buenos Aires

ESTUDIOS ION
Hipolito Yrigoyen 2512
Buenos Aires

BRAZIL-BEST SELLERS LAST TWELVE MONTHS

JUNE—ESCANDALO—MARCO ANTONIO MUNIZ—RCA
JULY—ESCANDALO (Marco Antonio Muniz—RCA)—PRESUMIDA (Teen Tops—Columbia)
AGUJETAS COLOR DE ROSA (Hooligans—Columbia).
AUGUST—AGUJETAS COLOR DE ROSA (Hooligans—Columbia).
SEPTEMBER—AGUJETAS COLOR DE ROSA (Hooligans—Columbia).
OCTOBER—AGUJETAS COLOR DE ROSA (Hooligans—Columbia).
NOVEMBER—POPOTITOS (Teen Tops—Columbia)—POLVORA (Locos del Ritmo—Orfeon).
DECEMBER—POPOTITOS (Teen Tops—Columbia).
JANUARY—POPOTITOS (Teen Tops—Columbia).
FEBRUARY—EL LOCO (Javier Solis—Columbia)—MULTIPLICACION (Fabricia—RCA).
MARCH—MULTIPLICACION (Fabricia—RCA)—EL LOCO (Javier Solis—Columbia).
APRIL—EL LOCO (Javier Solis—Columbia)—SUSY LA COQUETA (Mayte—RCA).
MAY—EL LOCO (Javier Solis—Columbia).
JUNE—EL LOCO (Javier Solis—Columbia). EL GRAN TOMAS (Mayte—RCA).
JULY—EL GRAN TOMAS (Mayte—RCA).

ARGENTINE RECORD PRESSING PLANTS

INDUSTRIAS ELECTRICAS Y MUSICALES ODEON SA
Corrientes 485,
Buenos Aires

RCA VICTOR ARGENTINA SA
Bartolome Mitre 1981,
Buenos Aires

COLUMBIA ARGENTINA SRL
Paraguay 1583,
Buenos Aires

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Bouchard 644
Buenos Aires

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Ciudadela, Pcia. de Buenos Aires

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Cash Box ARGENTINA

Manuel Villareal, general manager of Discos Columbia de Mexico, was a visitor in Buenos Aires recently. Villareal spent several days in Argentina discussing the future action of Columbia in the Latin American markets, Europe and Japan with his label's people in this country and Peter de Rougemont, Columbia's vice-president for Latin America.

Mauricio Brenner, head of Fermata Publishers, unveiled several titles of the tunes recorded in Spanish by Neil Sedaka for RCA Argentina. The songs are "Soy El Amor," local product composed by Ben Molar and Tavarola, "Recuerdos de Ipacaraí," Paraguayan tune also copyrighted originally by Fermata Argentina and "My Yiddishe Momme." As Fermata represents Aldon Music in Argentina, it has the rights to the Greenfield-Sedaka productions, too.

Jose Ruzo of Edami Publishers (Southern Music Representative) expects very much from "Cuando Calienta El Sol," the Hermanos Rigual hit climbing the charts in Italy. Microfon is releasing the Marcellos Ferial version, recorded by Durium, and several local versions are expected. Ruzo also reported to Cash Box that his pubbery has received several inquiries from other countries, regarding "la Guanta," the rhythm created by Marco Marco and presented at the last Mar del Plata Film Festival. Columbia has released the first "guanta" in the Frank Ferrar version, and Ruzo was very satisfied with the arrangement made by Ferrar. Several other recordings are due soon.

The recording companies arrived to an arrangement with the musicians' union, raising their payment from 700 to 850 pesos for every two hour session. This arrangement ended a long strike that obliged diskeries to release exclusively foreign recordings, except those local products that had been recorded before the strike.

Philips has started a daily-hour radio program on Radio Libertad, presenting the latest Philips releases. The title is "Casino Philips del Aire," and it is performed by Nicolas Mancera and Teresa Gutierrez.

Roberto Lambertucci reports that his pubbery, Neumann, has two new titles to work on: "Sao Salvador" and "Marcha do Paredao." Both originated in Brazil, and have several recordings in that country. Spanish lyrics are being prepared, and local version will be arranged.

Gigi Gallo of Fortissimo Americana continues his work with "El Celo in Una Stanza," known here as "Un Cielo Para Los Dos." Up to now there are nine available recordings of this tune, including one in tango rhythm by Francisco Canaro and his orchestra, and other versions by Siro San Roman (Music Hall), Violeta Rivas (RCA), Leda Devi (Tonodisc), Ambar La Fox (Odeon Pops) and others.

Michael Davis reports that the releases of Steve Lawrence on the Ariel label are finding a very good market. The diskery has recently released his second LP and a Compact 33 with "I Don't Care," a new version of "Angelina," a tune that hit the charts a couple of years ago in the Eddie Calvert version.

More about Ariel: the label has put to sale an album recorded by Mito Garcia, with Paraguayan music (guaranias). Some of the titles are "Recuerdos del Paraguay," "Tus Lagrimas," "Mis Noches sin Ti" and "Muy Cerca de Ti."

News from RCA: The Label has released several new singles by Perez Prado ("El Burro"), Esquivel ("Natural Boy"), Jolly Land ("Cuando Cuando Cuando"), Floyd Cramer ("On The Rebound"), The Rocklands ("Peppermint Twist") and two waxings of "Aria di Neve," one in Italian by Sergio Endrigo and another in Spanish by Antonio Prieto b/w by "A Que No Sabes A Quien Vi," penned by Joaquin Prieto. On the LP side, there is a new LP by Mercedes Sosa, modern folk songstress, with several new tunes: "La Zafrera," "Los Hombres Del Rio," and others.

Romiglio Giacompol of Smart Publishers reports that "Poema," the Brazilian hit controlled by his organization, will be published in Italy. Giacompol is also seeking the way of promoting "When The Cats Come Twistin' In," a twist version of "When The Saints . . .." The tune has been waxed by the Mike Pedicin group for ABC-Paramount in the States. Giacompol went to Sao Paulo, Brazil, Aug. 4. He plans to spend several weeks there before returning to Buenos Aires.

Julio Korn Publishers preparing the Spanish lyrics for "I Can't Stop Loving You," the big Ray Charles hit. Another good JK item is "No la Dejes Irse," the tune penned by Dean Reed. The waxing by Tony Vilar (Columbia) has entered the charts, and this may mean a lot for the song.

Columbia is planning a campaign to introduce the "CBS" trade mark in Argentina. In a few weeks, it will start legal actions to change the "Orfeo ICFSA" name to "Discos CBS. SA." In the next months, its records will be labeled CBS Columbia, and then turned gradually to CBS. This is being done —according to the diskery—to use only one name for Columbia records all through the world.

More about Columbia: Los Dango Twins are continuing their series of appearances on TV Channel 13, in Buenos Aires. Now they are performing on the "Show Del Mediodia" TV'er. Julio Sosa has been inked by Channel 11 for the "Yo Te Canto Buenos Aires" program, while the Quinteto Real is already appearing in that program.

Rodriguez Luque, head of Disc Jockey, reports about a new release by Romana Farres, with two local tunes. One of them is titled "Cartas De Ayer," and was penned by two composers from Mar Del Plata, which is becoming a good city for authors (Roberto Cambaré with "Angelica," Argentina's latest big hit, and Marco Marco, composer of "La Guanta" are also from there). Disc Jockey's promotional LP, according to Luque, is running very well. Its title is "Golosinas Musicales" and it has been released in cooperation with Suchard.

Surco has added a folkloric group to its artists: Los Cantores de la Huella. First releases by them are two single 33 records with "Nostalgias," "Siempre Machada," "La Romantica" and "Sapo Cancionero," a good folk success. The diskery expects very much from these artists, as they are doing good promotion to their waxings via personal appearances at dance parties, and on radio and TV.

Odeon has released the third LP of Nat "King" Cole in Spanish. As it has previously been informed, this album was recorded in Mexico, and contains standards as "A Media Luz," "Las Chapanecas," "Piel Canela" and "Platicame." Los Wawanco, Odeon Pops artists, have recorded "Juana Juanete," which is expected to run well; there is a new single by Los Huanca Hua, too: "Chacarera De Mi Pago."

Producciones Fermata has released the second album of the International Pop Orchestra Series. The record belongs to Cameo and is titled "Twelve Great Songs."

Anibal Alverdi of Music Hall reports that his label is making big promotion around the visit of Brazilian songstress Elizete Cardoso. Music Hall has released an LP by Elizete, "El Encanto De Elizete," a couple of weeks ago. The lark records for Copacabana Records of Brazil.

Two Songs — 2 Million

FRANKFURT—Two wax millionaires met recently in the office of publisher Johann Michel, this city. At right is Karl Goetz composer of "Tanze Mit Mir In Den Morgen" which, through the recording of Gerhard Wendland on Philips, sold over a million copies in Germany alone. In the middle is cleffer Norman Petty whose tune "Wheels" was awarded a gold record for reaching the million mark through the Billy Vaughn recording. Publisher Johann Michel (left) of Melodie Der Welt-Progress Music Francis Day & Hunter has the rights on both songs.

Argentina's Best Sellers

1. Multiplicacion (Adaris-Hill & Range—Fermata) Bobby Darin (Atlantic); Los Mac Ke Macs, Pablo Beltran Ruiz (RCA); Freddy Luciano (Music Hall); Los Salvajes (Columbia); Manolo Muñoz (Odeon Pops); Los Jets (Opus); Juan Ramon (Disc Jockey).
2. *Paloma (Korn) Los Andariegos (Tonodisc); Los Quilla Huasi, Hugo Diaz (Philips); Los Cava Bengal (RCA); Siro San Roman, Julio Molina Cabral (Music Hall); Angelica Anchart (Dimsa); Farias Cabanillas (RCA); Los Changos de Añatuya (Odeon); Roberto Yanes (Columbia); Vicente Quiroz (TK).
3. Medianoche En Moscu (Tyler-Melody Trails — Novel) Stirling Brandy (Tonodisc); Los Mac Ke Macs (RCA); Los Santos (Music Hall); Rivertown Dixieland Band, Los Big Ben (Philips); Leda Montes (Microfon); Julio Cesar (Odeon Pops); Juan Ramon (Disc Jockey).
4. La Noche Que Llore (Pogo—Fermata) Bryan Hyland (Ariel); Juan Ramon (Disc Jockey).
5. *El Poeta Lloro (Korn) Cauby Peixoto, Horacio Deval (RCA); Los Fernandos (Odeon Pops).
6. Usted Y Yo (Pham-Edami) Los Tres Sudamericanos (Columbia); Ambar La Fox (Odeon Pops).
7. Aquellos Ojos Verdes (Edami) Ray Conniff (Columbia).
8. Quiereme Tiernamente (Spanka-Fermata) Paul Anka, Marty Cosens (RCA).
9. El Rey De Los Payasos (King Of Clowns) (Aldon-Fermata) Neil Sedaka (RCA)
10. Dale Dale (Pham-Edami) Manolo Muñoz (Odeon Pops); Lucio (Columbia)
11. El Jet Del Twist (Fermata) Chubby Checker (Fermata).
12. *Desagradecida (Korn) Siro San Roman (Music Hall).
13. Luz Y Sombras (Pham-Edami) Los Panchos (Columbia); Rosamel Araya (Disc Jockey); Marco Antonio Muñiz (RCA); Los Fernandos (Odeon Pops).
14. Nacida Para Mi (Ricordi-Fortissimo) Los Santos (Music Hall); Adriano Celentano (Microfon); Tony Vilar (Columbia); Sonia, Los Big Ben (Philips) Los Bachillers (Odeon Pops)
15. De Rodillas (Edami) Roberto Yanes (Columbia).

*Local Product.

South Africa's Best Sellers

1. Do You Want To Dance (Mickie Most) (Rave)
2. Adios Amigo (Jim Reeves) (R.C.A.)
3. Quando,Quando, Quando (Pat Boone) (Dot)
4. I'm Not The Marrying Kind (Elvis Presley) (R.C.A.)
5. I'm Looking Out The Window (Cliff Richard) (Columbia)
6. Follow That Dream (Elvis Presley) (R.C.A.)
7. Dream Baby (Roy Orbison) (London)
8. Language Of Love (John D. Loudermilk) (R.C.A.)
9. Railroad Bum (Jim Reeves) (R.C.A.)
10. What A Wonderful Life (Elvis Presley) (R.C.A.)

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SWITZERLAND ....

In Switzerland, a small country of some 5½ million inhabitants, there are three officially spoken languages; German in the northern, eastern and central part; French in the western region and Italian in the south. In the pop field the record market varies from territory to territory with each area demanding hit records and stars in its own language. EP's and LP's are the strongest sellers. Instrumental recordings, acceptable in all territories, enjoy a large slice of the market and local Swiss folk records are always in demand. The latter, besides enjoying a sales boom during the tourist season, are much favored by the Swiss themselves.

Musikvertrieb A.G. of Zurich, headed by Mr. M. A. Rosengarten, carefully plan new folklore recordings every year. These are available on the European Decca label and during the past season the biggest hit in this category has been "Steiner Chilbi." Besides being the exclusive Swiss representative for Decca London, RCA, Warner Brothers, Capitol, Dot, Imperial and Barclay, the activities of Musikvertrieb include the wholesale distribution of TV and radio sets; tape recorders and juke boxes together with their own publishing company. Pop wise the company's biggest sellers in 1961-1962 have been "Good Luck Charm" by Elvis Presley (RCA); Le Petit Gonzales" by Dalida (Barclay); "Geld wie Heu" by Gerd Boettcher (Decca); "Legata a un Granello di Sabbia" by Nico Fidenco (RCA) and "Pepito" by Los Machucambos (Decca). In the classical field Musikvertrieb had a top seller with celebrated pianist Van Cliburn and the outstanding success of the Orchestre de la Suisse Romande under the leadership of Ernest Ansermet is further proof of the importance of classical music in Switzerland. Soundtrack recordings from stage and screen are popular—recent top sellers being "High Society," "The King And I," "Oklahoma," "South Pacific" and "Breakfast at Tiffinay's."

Approximately 75% of the records sold in Switzerland are imported and over 170 labels are represented. There is, in fact, only one pressing plant in Switzerland, that of Turicaphon. Established over 30 years ago Turicaphon undertake pressings for all international marks including HMV, Columbia, Decca, RCA, London and Polydor. They also have their own labels—Elite-Special and Austroton—represented in Switzerland by Musikvertrieb and exported to many international markets. Last year saw not only the modernisation of their factory but also a considerable extension of the Turicaphon repertoire. As well as an established sales organisation in Germany they have recently set up a new company, Centrocord in Austria for the exploitation of not only their own Elite-Special label but many other marks including Sonet, Storyville, Triola and Vogue.

American and British artistes are also popular in Skitzerland. Jecklin & Co. of Switzerland, who besides their record and publishing activities have one of the finest record shops, report that the highly successful concert tour by Ray Charles and The Modern Jazz Quartet recently brought very good sales for their respective disks. The Ray Charles "Twist" L.P. on Atlantic was the first twist disk to hit the market. It was flown in direct from the States late last year and sold almost like a single. Cliff Richard with his first German single won many new Swiss admirers as did Sweden's Siw Malmkvist with her German record of "Danke fur die Blumen." One of the biggest sellers of the past year was "Baby Sitting Boogie" by Ralph Bendix whilst Edith Piaf hit the packpot in the French part of Switzerland with "Je ne Regrette Rein." With the many Italians now working in Switzerland (there are some 300,000 in the German area alone) Italian disks and singers are in demand. Tony Dallara made a come-back with "La Novia" and Adriano Celentano further established his reputation in the Swiss market.

Philips Records had a notable success with "Lettera D'Amore by Italian star Wilma de Angelis which was awarded first prize at the 1961 Zurich Song Festival. Pop wise the highlight of the Philips year was the launching in Switzerland of France's No. 1 teenage start Johnny Hallyday. His million selling disks "Viens Danser Le Twist" and "Retiens La Buit" were backed by personal appearances in Lausanne, Geneva and Biene. Philips have also enjoyed success with established French artistes such as Georges Brassens, Yves Montand, Henri Salvador, Patachou, and Les Freres Jacques.

The Finsterwald and Cantacuzene, Vogue S.A. and Editions de Belmont Group of Companies also report a successful year which included the acquisition of Sinatra's Reprise label for the Swiss market. The first two companies, whose principal activities are the production and distribution of records, have enjoyed chart success with numbers such as "Ballata della Tromba," "Clair de lune a Maubeuge," "Midnight In Moscow," "The Peppermint Twist" and "Romeo." Many foreign recording stars have found popularity in Switzerland through these companies notably Britain's Petula Clark and Kenny Ball; Joey Dee (USA); Pape Bue (Denmark); The Violents (Sweden); Les Copains (France); Nini Rosso (Italy) and The Cave Stompers (Germany). Besides a healthy increase in turnover for the year the Group report the growing success of their low-priced series of L.Ps which are becoming popular with dealers. Editions de Belmont was the sub-publisher of the best selling "Sucu Sucu."

Siemens (Deutsche-Grammophon) is another company whose list of best sellers represents a big tendency to favour foreign stars with an accent. The young American ex-GI Gus Backus established himself in Switzerland with his chart topping "Der Mann Im Mond." On the distaff side the ability of Connie Francis to sing in many languages has brought her chart success in the German speaking part of Switzerland with "Schoner Fremder Mann" (Someone Elses Baby); and in Southern Switzerland with her Italian Waxing of "Tango Della Gelosia" (Jealous Of You). Another notable success for D.G.G. came from Freddy with the evergreen "La Paloma."

EMI's interests in Switzerland are represented by an affiliated company EMIAG, Zurich, headed by Jean Claude Reymond, a well-known figure on the Swiss record scene.

EMIAG arranges the importation and local manufacture of records but does not itself directly engage in wholesale distribution. This is entrusted to three distributors all based in Zurich. Jecklin & Co. handle Columbia and the newly launched EMI label Stateside. HMV and Liberty lines are distributed by Hug & Co. whilst Parlophone, Odeon and Mercury are distributed by Titan A.G. EMI report a steady increase in their share of the Swiss market over the last five years or so. In relation to size and population they regard it as a very satisfactory outlet for records; the per capita consumption being regarded as amongst the highest in Europe and only slightly behind that of the U.K. and Germany.

Cedric Dumont "Mr. Music Man of Switzerland" reports a highly successful 12 months for his publishing company Edition Coda with three of the year's best sellers "Wheels," "Ramona" and "Hello Mary Lou." As the craze broke out in Switzerland, Edition Coda had success with "Twist Twist" recorded by the Chakachas on R.C.A.; The Twist Boys on Polydor and on Ariola by the Jochen Brauer Sextet etc. Dumont also arranged for the Ex Libras diskery to release several records from Oriole Records London. Ex Libras also successfully introduced "the little L.P." with six titles on a 7" 33⅓ rpm disk.

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Switzerland

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Prestige
Verve
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RECORD MANUFACTURERS IN SWITZERLAND

APCO A.G.
Lavaterstrasse 5, Zurich 2
Distributors of: Everest

APCO A.G.
19, Grand'rue, Fribourg
Distributors of: America, BAM, Discophiles, Lumen, Match-Records, Pacific, Pastorale et Musique, Petits Menestrels, Pleiade, Supraphon, Unidisc, Valois, Vega, Versailles

ELECTROMUSIC A.G.
Nauenstrasse 71, Basle
Labels: Alpha, Tell-Record
Distributors of: Artone, Cetra, Juke Box, 777, Osca, SAEF, Tempo

EX LIBRIS VERLAG A.G.
Kanzleistrasse 126, Zurich 4
Labels: Ex Libris, Pan
Distributors of: BBC London (English by Radio) Blue Note, Cotta Musikseminar, Harmonia, Musical Masterpiece Society

FINSTERWALD & CANTACUZENE
Avenue Des Alpes 70, Montreux
Distributors of: Arlequin, Audio-Fidelity, Belter, Chancellor, Colpix, Debut, Erato, Fioro Musicali, Gazell, Instituto Internationale del Disco, Jarden des Arts, Jazz Collection, Jazz Cool, Ricordi, Roulette, Round Table, Sonet, Storyville, Studio SM, Tico, Typic, Valois

FON-GESELLSCHAFT mbH
Seidenhofstrasse 14, Lucerne
Distributors of: Ecclesia, Harmonia, Mundi, Politeia

HERDER A.G.
Malzgasse 18, Basle
Distributor of: Christophorus

HUG & CO.
Lindenhofstrasse 16, Basle
Distributors of: Bartok Records, Electrola, His Master's Voice, Jupiter Records, Liberty.

HUG & CO.
Fusslistrasse 4, Zurich 1
Distributors of: Linguaphone

JECKLIN & CO.
Ramistrasse 42, Zurich 1
Distributors of: Atlantic, Atco, Columbia, Contemporary, Folkways, Good Time Jazz, Jolly, Metronome, New Jazz, Music, Prestige, Stella, Verve, Vox

JOHN LAY
Bundesstrasse 13, Lucerne
Distributors of: Ariola, Classique, Manhattan, Top Rank, 20th Fox-Athena, Palette

LA LIBRAIRIE NOUVELLE
3, Rue Levrier, Geneva
Distributor of: Chant du Monde

MERCURY RECORD CORPORATION
International Division
5, Quai du Mont-Blanc, Geneva

MUSIKVERTRIEB A.G.
Badenerstrasse 555, Zurich 9/48
Distributors of: Ace of Clubs, Argo, Atlas, Barclay, Camden, Capitol, Carina, CID, Decca, Ducretet-Thomson, Elite-Special, Felsted, Festival, Funckler, Galleria del Corso, Hedarzi, Hispa Vox, Kapp, L'Oiseau-Lyre, London, Paris, RCA, Seeco, Telefunken, Triola, Warner Bros.

PELIKAN MUSIKVERLAG
Bellerivestrasse 22, Zurich 34
Distributor of: Cantate

PHILIPS A.G.
Edenstrasse 20, Zurich 27
Distributors of: Caedmon, Fontana, Melodican, Pergola, Philips

PHONAG A.G.
Stadhausgasse 69, Winterthur
Distributors of: Amadeo, Bach-Guild, Preiserecords, Vanguard

RCA INTERNATIONAL LTD.
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TITAN A.G.
Stauffacherstrasse 45, Zurich 4
Distributors of: Bella Musica, Carisch, Gloria, Imperial, Mercury, Odeon, Parlophon, Pathe

TURICAPHON A.G.
Riedikon-Uster
Label: Elite-Special
Distributor: Asmahan, Baidaphon

VOGUE S.A.
70, Avenue des Alpes, Montreux
Distributors of: Adventure, Circus, Contrepoint, Durium, Gene Norman, Jazz Selection, Dixieland Jubilee, Mode, Nixa, Orfeon, Piccadilly, POP, Pye, Reprise, Royal, Somerset, Swing, Titanus, Vogue

LIST OF MUSIC PUBLISHERS IN SWITZERLAND

EDITIONS DE BELMONT S.A.
Avenue Des Alpes 70, Montreux

EDITION CODA
Brunnwiesenstrasse 26, Zurich 10/49

EDIFO S.A.
Badenerstrasse 334, Zurich 4

EDITION HELBLING
Hauptpostfach 617, Zurich

MUSIKUS MUSIKVERLAGS G.m.b.H.
Weidstrasse 11, Uster

EDITIONS SIDEM S.A.
8, Rue de Hesse, Geneva

SOUTHERN MUSIC A.G.
Hauptpostfach 617, Zurich

WALTER WILD
Aehrenweg 11, Zurich 11/50

TOP POP SONGS IN SWITZERLAND

TITLE	PUBLISHER
Are You Lonesome Tonight	Coda
Baby Sitting Boogie	Helbling
Der Mann Im Mond	Musikus
Hello Mary Lou	Coda
Never On Sunday	Edifo
Non, Je Ne Regrette Rien	Edifo
Pepito	Southern
Ramona	Coda
Romeo	Editions De Belmont
Sucu Sucu	Editions De Belmont
Un Clair De Lune A Maubeuge	Ricordi
Wheels	Coda
Wooden Heart	
Weisse Rosen Aus Athen	Helbling

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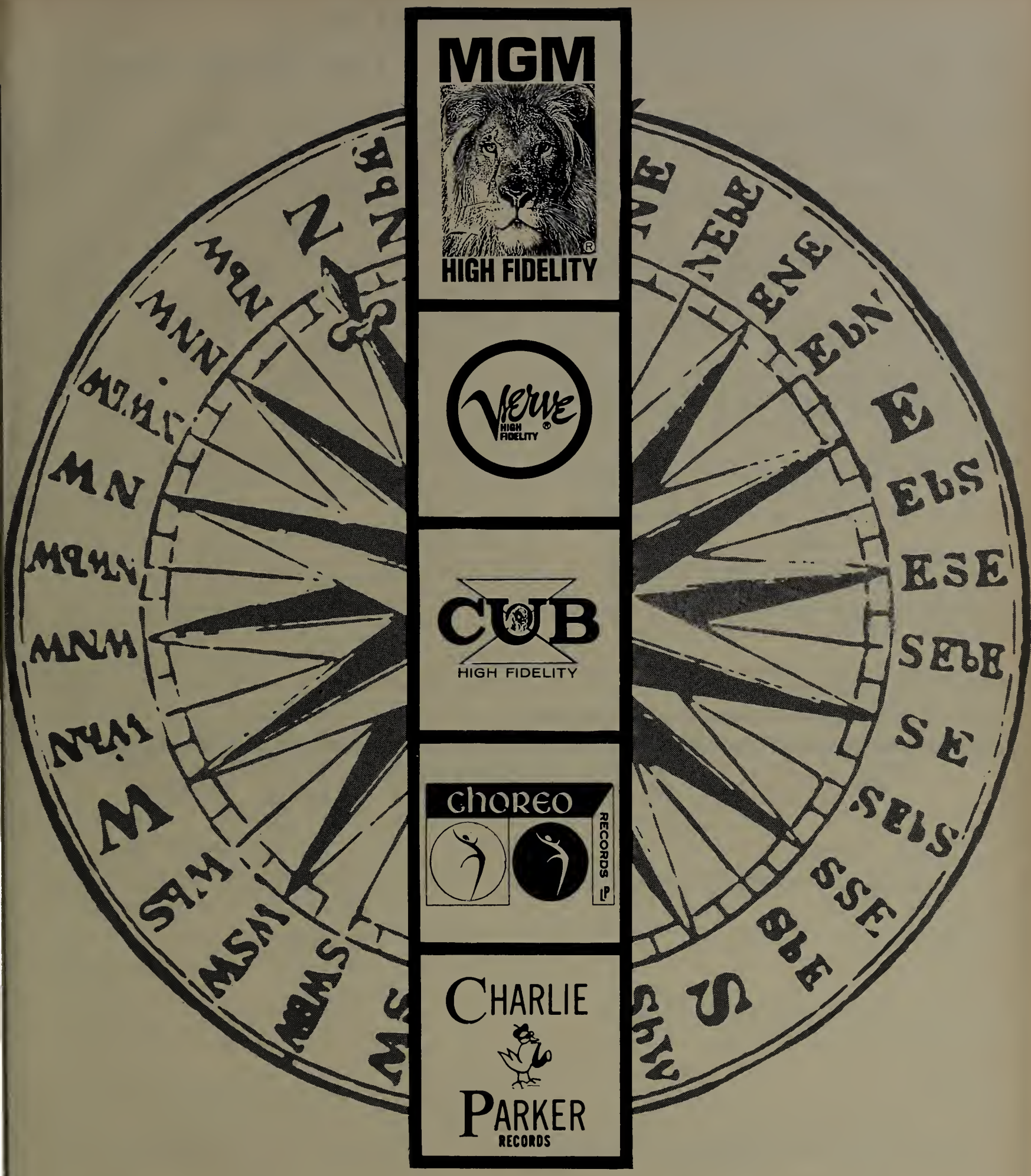

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BENELUX....

Last 12 Months

The Benelux Record Scene during season 1961/62 showed a rather serious fall in Belgium of single records sales, which was not the case in Holland. It was **Chubby Checker** (Let's Twist Again!) in particular and the sudden popularity of the Twist in general, who saved this dangerous position somewhat. Since January it was **Joey Dee** who had to be considered as King Of Twist in the Belgian area.

All-time bestselling artists remained **Paul Anka, Elvis Presley, Cliff Richard, Helen Shapiro, Brenda Lee, Conny Froboess, Freddy Quinn,** just to mention some.

The Belgian Hit Parade was still strongly influenced by the U.S. pop market, especially in the Flemish part of the country. Apart from the (Dutch sung) number one hit "Och Was Ik Maar," not one original Flemish song or a Flemish cover-version of a foreign hit made the Top Three. U.S. repertoire however has strong competition in the Walloon part of Belgium from French and home-made products. German artists like **Conny Froboess, Peter Kraus, Rex Gildo** and **Freddy Quinn** are still popular, but only in Flanders. On the other hand there are a number of Belgian artists who became very popular abroad, such as **The Cousins, Les Chakachas, Louis Neefs, Jacques Brel.**

There was a considerable increase of LP-sales in Benelux, in both classical and popular fields, and the general education goes in the direction of stereo LP's, but rather slowly.

Singles are still solid sellers in Holland, with sure signs of decrease of interest for the American product and an increase of interest for European artists (**Cliff Richard, Shadows, Helen Shapiro, Robertino, Conny Froboess . . .**). Home-made products, such as those of the **Blue Diamonds, Anneke Grönloh, Ria Valk, Dutch Swing College Band, Malando, Johnny Hoes** and **New Orleans Syncopators** are very popular, not only in Holland but also in many countries of the world.

Returning to the Belgian record-scene, we have to point out that the cheap (single) records (sold at $0.80) did harm to the normally priced records of the well-known labels, which are sold at $1.30. This is absolutely too high. In fact, Belgium is the European country with the highest record-prices. This must be a result of the very high taxes, a.o. There's, at first, 16% turnover tax on the duties of the record (Holland: 4%). Import-duties are: 16% on the invoice-price (Holland: 13.6%; for countries, united in the E.E.G. even: 8.4%), plus 13% turnovertax also on the invoice-price (Holland: 5%). There are no export-duties. For sheet-music there are the same duties. All countries except America are connected with the Berner Convention, and this means that import-duties have to be paid by the country of receipt. For the U.S., the invoice-price must be increased with the copyrights and on this amount, import-duties and turnover taxes must be paid.

For season 1962/63 we predict an increasing activity in the Benelux record-market. Rock 'n' Roll and Twist will lose interest more and more, but there will be an increasing demand for good ballads, classical music, pop music of higher standards than we were used to in past years, jazz and very probably Country & Western.

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ANAGON MUSIC PUBLISHERS
Bronsteeweg 49, Heemstede, phone: 38855.
Managing Director: John G. Moring.

ATLANTIC
Waverstraat 78, Amsterdam.Z2, phone: 736104.
Managing Director: Chr. Th. Back.

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(Connelly-Basart N.V., Les Ed. Essex Holland N.V., Les Ed. Artistiques Basart N.V., Mills-Holland N.V., Deeds-Holland N.V., Pincusgil-Holland N.V., Goodman-Basart N.V.)
Leidsegracht 11, Amsterdam.C., phone: 33421—36886.
Directors: A. J. G. Strengholt, H. Ch. Gomperts, F. Basart.

BELINDA (AMSTERDAM) N.V.
Joh. Vermeerstraat 29, Amsterdam.Z, phone: 727354.
Director: Julian J. & Joachim J. Aberbach, New York.
Manager for Holland: Elbert van Zoeren.

CHAPPELL & CO. HOLLAND, N.V.
Weteringschans 35, Amsterdam.C., phone: 64664.

EDITIONS FUTURA
Thorbeckelaan 71, The Hague, phone: 330550.

HOLLAND MUSIC N.V.
(Southern Music Publishing Company Ltd., Peer International Corp.)
Singel 500, Amsterdam, phone: 31163.
Directors: Han Dunk, Alfred Zmigrod.

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Sinj. Semeynsstraat 63, Amsterdam, phone: 120319.
Manager: J. Steenbergen.

MUSIC PUBLISHERS

KLAVARSKRIBO N.V.
Ringdijk, Slikkerveer, phone: 2339.
Managing Director: J. L. Rijsdijk.

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Terborgseweg 8, Doetinchem, phone: 3857.
Director: Jaap de Kruyff.

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Managing Director: A. Beuving.

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Deurloostraat 18, Amsterdam, phone: 722827.

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Director: J. Portengen.

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Postbox 512, Amsterdam.
Managing Director: Mrs. B. Hoekert.

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P.O. Box 5055, Amsterdam.Z1., phone: 712821.
Managing Director: Mrs. H. Swart-De Roos.

TRIO MUSIC
Singel 262, Amsterdam.C., phone: 38728.
Managing Directors: P. Goemans, D. Schallies.

HOLLAND POLL RESULTS

(Through the Courtesy "Muziek Expres" —Dutch monthly)

FOREIGN ARTISTS

Top Female Singer	Per Cent
1. CONNIE FRANCIS	40½
2. Helen Shapiro	22
3. Conny Froboess	7

Top Male Singer	
1. ELVIS PRESLEY	38½
2. Cliff Richard	22
3. Frank Sinatra	7½

Vocal Group	
1. EVERLY BROTHERS	47½
2. The Shadows	10½
3. The Drifters	5½

Big Band	
1. BILLY VAUGHN	44
2. Mantovani	7½
3. Kurt Edelhagen	6½

Small Combo	
1. THE SHADOWS	58
2. Dave Brubeck Quartet	10½
3. Bill Black's Combo	9½

Radio Program	
1. RADIO LUXEMBOURG programs in general	35½
2. Top Twenty (Radio Luxembourg)	17½
3. Elvis Presley Show (Radio Luxembourg)	10

TV Program	
1. PERRY COMO SHOW	38
2. Father Knows Best	9
3. Interpol Calling	7

Record Of The Year	
1. HELLO MARY LOU—RICK NELSON	28
2. When The Girl In Your Arms—Cliff Richard	8½
3. No More—Elvis Presley	6

DUTCH ARTISTS

Top Female Singer	Per Cent
1. RIA VALK	37½
2. Corry Brokken	20
3. Anneke Gronloh	11½

Top Male Singer	
1. HANS BOEKHOUT	33½
2. Herman van Keeken	27
3. Willy Alberti	9

Vocal Group	
1. THE BLUE DIAMONDS	66½
2. The Fouryo's	8½
3. Cocktail Trio	7

Big Band	
1. DUTCH SWING COLLEGE BAND	36
2. Metropole Orchestra	18½
3. The Skymasters	12½

Small Combo	
1. PETER AND HIS ROCKETS	35
2. Trio Pim Jacobs & Rita Reys	27
3. The Jumping Jewels	13

Radio Program	
1. TIME FOR TEENAGERS	46
2. Veronica's Teenager Muziek Expres	16½
3. From 10+ till 20—	11

TV Program	
1. ZATERDAGAVONDAKKOORDEN	20
2. Top Of Flop	16½
3. Pas Geperst	9½

Record Of The Year	
1. LITTLE SHIP—BLUE DIAMONDS	23
2. Och Was Ik Maar—Johnny Hoes	20½
3. Bridge Of Love—Hans Boekhout	7½

HOLLAND'S LIST OF BEST SELLERS PAST 12 MONTHS

1. Hello Mary Lou (Ricky Nelson—Imperial) (Les Editions Int. Basart, Amsterdam)
2. Mexico (Willy Schobben—Artone/Bob Moore—London) (Acuff Rose Music Benelux, Brussels)
3. I'm Gonna Knock On Your Door (Eddie Hodges—Cadence) (Belinda, Amsterdam)
4. Och Was Ik Maar (Johnny Hoes—Philips) (Benelux Music, Weert)
5. Zwei Kleine Italiener (Conny Froboess—H.M.V.) (Uitgeverij Portengen, Haarlem)
6. The Young Ones (Cliff Richard—Columbia) (Les Ed. Int. Basart, Amsterdam)
7. Little Ship (The Blue Diamonds—Decca) (Belinda, Amsterdam)
8. Brigitte Bardot (Jorge Veiga—Barclay/The Emeralds—CNA/Digno Garcia—Palette/The Butterflies—Philips) (Peter Plum Publications Brussels; sole-agency: Editions Altona, Amsterdam)
9. Let's Twist Again (Chubby Checker—Columbia) (Belinda, Amsterdam)
10. Tanze Mit Mir In Den Morgen (Gerhard Wendland—Philips) (Benelux Music, Weert)
11. Temptation (Everly Brothers—Warner Bros.) (Francis Day, Amsterdam)
12. Dance On Little Girl (Paul Anka—ABC Paramount) (Spanka Music, Brussels)
13. Mama (Robertino—CNR) (Les Ed. Int. Basart, Amsterdam)
14. Norman (Sue Thompson—Funckler, Willeke Alberti—Philips) (Acuff Rose Benelux, Brussels)
15. Good Luck Charm (Elvis Presley—RCA) (Belinda, Amsterdam)
16. Wheels (Billy Vaughn, String-A-Longs—London) (Editions Bens, Brussels)

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WHAT PHONOGRAM MEANS TO HOLLAND'S RECORD INDUSTRY

Five Facts

worth considering if the matter of your representation in Holland should come up:

✓ The selling operation

For each label it represents, Phonogram keeps a separate sales force on its toes. Each group has its own merchandising manager, directing eighteen field men.

✓ Streamlined Service

Phonogram has the know-how and the equipment to get records, with accompanying invoice, on their way to dealers less than 20 minutes after an order comes in.

✓ Dealer Cultivation

Phonogram appreciates the position of the dealer, values the rôle he plays in selling the consumer and is always in close touch with this vital link in the Dutch merchandising chain.

✓ Promotion and Publicity

Phonogram backs up its sales and service operations by all the promotion and publicity techniques familiar to its counterparts in the U.S.—plus some of its own.

✓ Ever-growing margins

In Holland's growing disk market, Phonogram (top labels Decca, Philips, London, Mercury and Fontana) can boast faster increases in their shares than competitors.

PHILIPS DECCA LONDON fontana Mercury RECORDS

PHONOGRAM RECORD COMPANY

Singel 170-172, Amsterdam tel: 24 55 88 cable: Phonogram Amsterdam

PHILIPS . . .

A FLEXIBLE STRUCTURE

Philips' Phonographic Industries consist of an international organization, located in Baarn (the Netherlands), and of various national organizations, each of which takes care of Philips' phonographic interests in its own country. The selling of records

THEO VAN DER MEER
General Manager
N. V. Phonogram—Amsterdam

under Philips' labels is carried out by these national organisations in their respective markets. The international organisation functions over matters connected with such subjects as general policy, international repertoire (e.g. classical music), research, techniques, legal problems of a universal nature, communications in the Philips' Record Group, etc. It gives services of various kinds to the national organizations and coordinates international operations.

Besides acting as the Philips' sales organisations inside national territories, the national organisations produce popular recordings featuring local talent, in many cases manage their own pressing plants, adopt international policies and rules to local condtions, and so on. The belief in Philips' Phonographic Industries that the men on the spot, the men who handle a specific national market, know best about this market has for long been a basic principle of operation.

PHILIPS IN HOLLAND

The national Philips' sales organisation in the Dutch market is N.V. Phonogram, Amsterdam. Mr. Theo van der Meer joined this company as its General Manager in 1961. He thinks that what he calls the "flexible structure" of Philips' Phonographic Industries "results in a fine balance between the requirements of national markets and the unifying effect offered by the Baarn international organization."

On the Common Market prospects in Europe Mr. Van der Meer's views are optimistic. His company has succeeded in promoting Dutch recording talent, so far as its success is not entirely dependent on the Dutch language, in other countries by way of the national Philips' organisations. The European Common Market will in his opinion extend the possibilities for the exchange of recording talent between the participating nations. Mr. Van der Meer sees immense advantages in the "flexible structure" of the Philips Record Group, which is clearly well suited to make a rapid exploitation of the European trends of economic integration.

Mr. Van der Meer remains firm in the belief that the growing economic unity of Europe will not result in something comparable to the vast, unified market of the United States. Between the European countries, working together in economic affairs, considerable differences caused by language barriers, national outlooks, and national mentalities will persist. One has to recognise this and then to understand thoroughly the mosaïc of European attitudes: this will eventually prove the key to good business results.

There is, moreover, another significant difference between the United States and Europe, in particular vis-à-vis the promotion of records. "The European TV and radio," Mr. Van deer Meer points out, "is largely non-commercial." Promotion of and publicity for records in Europe call for different methods. I sometimes have the feeling that American people concerned in the record industry do not always fully recognise that in their dealings with Europe."

There are a thousand record shops in the Netherlands (population 11.5 million). Contacts between manufacturers, importers and dealers are intensive. "Dutch dealers, who sell other electrical and electronic commodities too, have discovered the value of their record departments as a means of attracting a consistently large flow of potential customers," says Mr. Van der Meer. "Since buying records in the Netherlands (as in the other European countries) entails a far bigger investment for most people than it does for Americans, due to differences in wage-levels, the Dutch prefer to scrutinize, undisturbed, the record stocks in a dealer's shop before carefully making their final choice. There are at least a hundred Dutch shops selling records only."

The General Manager of N.V. Phonogram is proud of his market. "Dutch buying interest in the classical repertoire is still growing. We have loyal collectors of American pops, French chansons, old and new jazz. But the Dutch popular artists themselves draw many followers, a fact which explains the big turnover in the teenager type of music. At the same time, this turnover is symptomatic of the good economic conditions at present prevailing in the Netherlands."

THE BRITISH PHILIPS ORGANISATION

It all started with PB.100. This heavy 78 rpm shellac was the first record ever made and issued by Philips Records Ltd., the British national organisation.

That was in January 1953, and the release for that month totalled 8 records! In January, 1962 this same company issued 33 LP's, 10 EP's and 21 singles.

The staff numbered 25 in 1953 and records were pressed by an independent company. But things have changed in the intervening 9 years. The staff now numbers over a 100. The factory is no longer independent but a fully integrated part of Philips Records Limited employing over 300 people and making millions of records per year in the most modern conditions. It has one of the most modern electroplating processes in Europe. In fact, today, Philips Records Limited is one of Britain's major record companies, releasing records on five individual labels.

The facade of Philips Records Limited's London headquarters, Stanhope House, is cream and calm, a 19th century building humming with 20th century activity.

LESLIE GOULD
General Manager
Philips Records Ltd.—London

Here records are planned and produced, contracts are signed, sleeves are designed and ideas become recorded realities. Stanhope House is the headquarters of a nationwide selling force responsible for distribution of hundreds of new recordings each month. It houses a busy Advertising and Publicity Department, an Export Department that distributes British-made recordings throughout the world, Exploitation and Sales Promotion Departments, as well as a modern studio where some of the greatest artists of our time have put their talent on record.

Stanhope House also boasts a splendid conference room with a spectacular view over Hyde Park. This lovely room is the scene of receptions and press parties for visiting recording celebrities.

In 1959 a new decentralized system of distribution was introduced and the company now has one of the most efficient services to dealers in the country. Four depots—at Croydon, Leeds, Birmingham and Manchester—provide a positive link with retail outlets and a consequent link with the record buying public. Southern England, the Midlands, Northern Ireland, Northern England and Scotland are serviced from these local depots and representatives and salesmen based at these depots operate locally. This system of direct distribution affords a speedy supply of record stocks, information, and promotion material to retailers.

Speaking of the success of Philips Records Ltd. and its growth from a small company to a major force in the British record industry, the General Manager, Mr. Leslie Gould, said:

"Our policy was to grow slowly but surely, we knew what we wanted to do and we are doing it, growing steadily each year without over-stretching our resources. This has paid off, especially in our distribution policy and quest for new recording talent, we feel that with the experience we have gained, we can now be confident that our expansion will be considerable in the next five years."

Originally issuing records only on the Philips' label, Philips Records Limited is now responsible for distribution on no fewer than five labels—Philips, Fontana, CBS, the Caedmon series of Spoken Word and the famed Riverside Jazz recordings—these in themselves incorporating other small labels—and the average number of LP's, EP's and singles issued annually is round about a thousand. A far cry from the modest first issue of eight!

PHILIPS

MAKE RECORDS IN MORE WAYS THAN ONE

Philips records are made right round the globe and distributed in as many as fifty-five countries. And they are records to which the world's greatest performers, the world's most successful entertainers, eagerly entrust their artistry. Here, indeed, are records labelled for success. They come from Philips, which means: superlative quality and sales appeal.

TRUST IN PHILIPS IS WORLD-WIDE!

Philips Phonographic Industries, Central Offices: Baarn, The Netherlands

the house that GERRY OORD built..

Sure! Built on the stimulating enthusiasm and spade work of its founder and leader and–above all!–the firm confidence of its inhabitants in the appealing charm of its selling-product!
Gramophonehouse, THIS house: the artery of record-business in the Netherlands! Take a good advice: Once you've seen and heard what is done there, you won't bother any longer . . . THIS is your man, THIS is YOUR company, THIS is your IDEAL agency in Holland: B O V E M A !

The home of BOVEMA
Holland's most successful record

- **ACCEPTANCE — GROWTH — CONSISTENCY**
- **DEPOTS IN HOLLAND'S TOP CITIES**
  Bovema is the only company running depots in the two big cities of Holland, Amsterdam and The Hague.
- **RECORDING AND PRESSING FACILITIES**
  Bovema is the only record company in Holland which owns a modern equipped recording studio with the latest lacquer-cutting equipment, matrix-making plant and a fully automatic modern pressing plant.
- **DESIGN STUDIOS AND PRINTING FACILITIES**
  Bovema has also its own perfectly equipped design and phostudios with printing facilities.

REPRESENTING

"HIS MASTER'S VOICE" · COLUMBIA finest name on record · M-G-M · Capitol RECORDS

company

● **SEPARATE SALES STAFF FOR DIFFERENT LABELS**

Bovema is Holland's first record company that started elaborating its topselling American labels by separate sales forces.

● **BIGGEST TURNOVER OF U.S. PRODUCTS**

Bovema has the biggest turnover of American repertoire in Holland, the result of a never-ending publicity campaign behind the artistic musical message, brought to the world by Capitol, MGM, Warner Bros., Columbia, His Master's Voice, Liberty and Imperial!

LIBERTY

IMPERIAL

BOVEMA - GRAMOPHONEHOUSE - HEEMSTEDE - HOLLAND - PHONE 02500 - 38855

HOLLAND — RECORD MANUFACTURERS

ARTONE GRAMOPHONE N.V. & FUNCKLER GRAMOFOONPLATEN
Kruisstraat 8-10, Haarlem, phone: 17476.
Presidents: Bill C. Slinger, Casper D. Slinger.
General Director & Sales Manager Artone: John J. Vis.
Sales Manager Funckler & Publicity: Pete Felleman Junr.
A&R Manager: Lion J. Swaab.
Labels: Artone, Smash, ABC Paramount, Reprise, Palette, Buena Vista, Canadian-American, Chancellor, Verve, Amulett, Funckler (Argo, Chess, Checker, Carina, Artydor, Hickory), Roulette, Bella Musica, Candid, Impulse, Tivoli, Pythia, Cadence.

GRAMMOFOONPLATENMAATSCHAPPIJ BASART N.V.
Houtmankade 20, Amsterdam, Phone: 222192—63209.
Directors: A. J. Strengholt, H. Ch. Gompertz, F. Basart.

N.V. VERKOOPMAATSCHAPPIJ "BOVEMA"
Bronsteeweg 49, Heemstede, phone: 38855.
President: G M.. Oord Jr.
Chief Programming-Office: John G. Moring.
A&R Manager: Pete J. Engelsma.
Publicity manager: Cor Aaftink.
Labels: His Master's Voice, Columbia, Capitol, Imperial, Warner Bros., M.G.M., Liberty, King, Stateside, Pathe, Studio S.M., M.M.O., Roxy, Ensore, etc.

GRAMMOFOONPLATENVERKOOPMAATSCHAPPIJ "DELTA" N.V.
Korte Prinsengracht 48, Amsterdam, phone: 31147.
Directors: Marinus J. Duisterhof, Hans I. Kellerman.
Sales & Publicity Manager: Hubert H. Jacobse.
Labels: Delta, Durium, Olympia, Silver Dollar, Weltmelodie, Orbis Lexikon, Show Records.

N.V. DURECO
Beursstraat 21, Amsterdam, phone: 242288.
Director: Ben Levi.
A&R Manager: B.R. Maassen.
Sales Manager: W. W. E. Bosheck.
Publicity & Public Relations: A. M. G. J. Adams.
Labels: Omega, Barclay, Metronome, Cetra, Vega, Jolly, Caramba, Saga, Prestige, New Jazz, Amy, Dimension, Del-Fi, Hed-Arzi.

HAJACO
Louise De Colingnystraat 97, The Hague.

HOSAT
Mauritskade 85, The Hague, phone: 183786.
Director: Mr. Da Silva.
Labels: Boite A Musique, Belter, Le Chant Du Monde, Cook, Cor, Ennour, Experiences Anonymes, Harmonia Mundi, Instituto Internazionale Del Disco, Lieder Der Welt, Lyrichord, Lumen Lucien Ades, Musique De Tous Les Temps, Musica Sacra, Pacific Orphee, Palladium, Pax, Ricordi, Typic, Valois, Vega, Waverley.

N.V. INELCO-HOLLAND
Arend Janszoon Ernstraat 801, Amsterdam-II, phone: 421722.
Director: W. Brandsteder.
General Manager: J. Massini.
Sales Manager: J. Beutler.
Public Relations: A. Prins.
Labels: RCA, Elite, President, Simon.

B. MUNNIKENDAM
Kromme Waal 18, Amsterdam-C, phone: 248994.
Director: B. Munnikendam.
Labels: Vogue, Pop, Seeco, Ansonia, Audio Fidelity, Blue Note, Opus, Fidelity, Mode, Contrepoint, Esoteric, Jazz Collector, Octave, Heritage.

N.V. NEDERLANDSCHE GRAMMOFOONMAATSCHAPPIJ
Amsterdamse Veerkade 22-22a, The Hague, phone: 184612.
Director: H. Jansen.
General Manager: G. L. Valk.
Labels: Ariola, Artist, Delyse, Envoy.

N.V. PHONOGRAM VERKOOPMAATSCHAPPIJ VOOR GRAMMOFOONPLATEN
Singel 170-172, Amsterdam, phone: 245588.
Director: J. Th. van der Meer.
Chief Programming Office: N. Boer.
Press & Public Relations: R. ten Kate.
Sales Manager: R. H. Klaassen.
Administrator: F. Wijngaard.
Labels: Philips, Decca, London, Musicor, Smash, United Artists, Mercury, Riverside (Jazzland, Wonderland, Washington, Off Beat, Popside, Battle), "777", Fontana (Bluesville, Moodsville, Swingville, World Pacific, Pacific Jazz, High Fi. High Fi Jazz), Contemporary, Good Time Jazz, Atco, Atlantic, Bigtop, Bingo, Beacon, Blueridge, Carlton, C.N.M., Cace, Challenge, Colonial, Collier, Dale, Dial, Dore, Dot, Discos R.G.E., Dunes, East West, Era, Felsted, Freedom, Guaranteed, Gulf, Guyden, Hamilton, Harvard, Hi, Hollywood, Image, Jamy, Jack Pot, J.D.S., Kaap, Lancer, Leader, Medaillon, Monument, P.A.C., Phillips, Ramrod, Sir, Specialty, Spark, Sun, Skarlet, Seville, Shar Dee, Shell, Stan, Sultan, Tilt, Terrace, Topix, Tel, Todd, Trend, Trey, Unison, United Telefilm, U.T., Warwick, X.Y.Z., Statelite, Stax, President, Press, Keith, Tartan, Dover, Beltona, Pacific, l'Oiseau Lyre, Arve, Society For Forgotten Music, Stereo Oddities, Waikiki, Emarcy.

RIGATONE
Robynstraat 5B, Breda, phone: 40176.

C.N. ROOD N.V. (CNR-RECORDS)
Gevers Deynootplein 40, Scheveningen (The Hague), phone: 559500.
Directors: C. N. Rood & M. C. Koning.
General Manager: H. van Zeeland.
Label-Chief: G. van der Meent.
Publicity: Miss M. van Zundert & Mr. P. van Ostade.
Planning: G. Boon.
Labels: Telefunken, Pye, Ducretet Thomson, Storyville, Sonet, Festival, Victory, Cantate, Harmonia Mundi, Triola, Colpix, Starday.

ROVA HANDELSMAATSCHAPPIJ
Ryswyqseplein 15, The Hague, phone: 117742.
Label: Bell.

NEDERLANDSCHE SIEMENS MAATSCHAPPIJ N.V.
Huygenspark 38-39, The Hague, phone: 183850.
Managing Director: G. P. Vrugt.
Labels: D.G.G., Archiv, Heliodor, Polydor, Brunswick, Coral, Command.

M. STIBBE & CO.
Amstel 222, Amsterdam-C., phone: 241260.
Director: M. Stibbe.
Labels: Parlophone, Odeon (Cologne, Barcelona, Paris), Bel-Air, Erato, Saviy.

HOLLAND RECORDING STUDIOS

(Radio & Disks)

ARTISOUND
Kloveniersburgwal 87-89, Amsterdam

STUDIO "BOVEMA"
Overboslaan 6, Meemstede, phone: 38855.

GELUIDSTECHNISCH BUREAU GTB
J. van Nassaustraat 67, The Hague, Tel.: 774555

L. LUDOLPH
P. de Hooghlaan 11, Nw. Loosdrecht, Tel.: 3744

N.V. PHONOGRAM
Herenstraat 42, Hilversum, phone: 14956

HOLLAND MATRIXES FACTORIES

PHILIPS PHONOGRAFISCHE INDUSTRIE N.V.
Gerrit v.d. Veenlaan 4, Baarn, phone: 3551.

N.V. TELCAP
Cort van der Lindenstraat 11-13, Rijswijk (ZH), phone: 985153.

N.V. BOVEMA
Blekersvaartweg 45, Heemstede, phone: 38855.

HOLLAND PRESSING PLANTS

ARGRAM PHONOGRAPHIC INDUSTRY A.P.I.
Kruisstraat 8-10, Haarlem, phone: 17476 (office); Nijverheidsweg 34, Haarlem (factory)

N.V. BOVEMA
Bronsteeweg 49, Heemstede, phone: 38855 (office); Blekersvaartweg 45, Heemstede (factory).

PHILIPS PHONOGRAFISCHE INDUSTRIE N.V.
Gerrit van der Veenlaan 4, Baarn, phone: 3551 (office); Torenlaan, Baarn (factory).

R & R GELUIDSDRAGERS N.V.
Prins Hendrikstraat 16, Ouderkerk a/d Amstel, Phone: 646.

N.V. TELCAP
Cort van der Lindenstraat 11-13, Rijswijk (ZH), phone: 985153.

DELTA

BELGIUM RECORD MANUFACTURERS

ANVERS RADIO S.A.
10, Place de l'Yser, Brussels, phone: 187400—187408—187409,
Director: W. Goldschmidt.
Sales Manager: A. Janty
Labels: Telefunken, ABC Paramount, Ducretet Thomson, Ricordi, Period, Artone, Cadence, Elite, Whitehall, Candid, Impulse, Command.

CENTROPA MARSHALL MUSIC (Marshall Records)
207, Rue Antoine Dansaert, Brussels-I, phone: 184183.
Commercial Director: Robert Bylois.
Artistic Director: Louis Marshall.

S.A. DISCOBEL
31, Rue du Lombard, Brussels, phone: 133945.
Directors: Paul Van De Walle, Mme. P. Penninck.
Labels: Atlantic, Imperial, Roulette, Artydor, Bel Air, Pacific, Storyville, Sonet, Erato, Discovog, Ariola, SM. Kapp, Delahay.

DISCOLIVRET
4a, Quai de Commerce, Brussels, phone: 177678
Managing Director: Mrs. Ginsburg.
Labels: Supraphon, Lumen, Jericho, Ades.

DISCOTRADE
88, Rue Gallait, Brussels, phone: 161640
Managing Director: Mr. Braunstein.
A&R Manager: Mr. Poulet.
Labels: Victory, Festival, CNR, Fonit, Tono, Music, Rondo.

FAST RECORDS
Haringrodestraat 87, Antwerp, phone: 390153.
Director: Jean Meeusen.
Labels: several indie-labels.

FONIOR N.V.
Koolmijnenkaai 26-28, Brussels, phone 254010.
Directors: E. W. Pelgrims de Bigard, A. de Reuck.
A&R Manager: A. E. Palmans.
Labels: Decca, Barclay, Cetra, Cid, Fiesta, Hispa Vox, Maestro, Omega, Stella, Surboum, United Artists, Audio Fidelity, Saga, Vega.

N.V. GRAMOPHONE
76, Quai des Charbonnages, Brussels, phone: 274390.
President: John Kirsch.
Managing Director: Mr. Vernaeve.
Sales Manager: Mr. Garin.
A&R Manager: Mr. Deboeck.
Labels: His Master's Voice, Pathe, Columbia, Fonit, Parlophone, Capitol, Odeon, Gloria, Stateside, Imperial, Liberty, etc.

HEBRA RECORDS
30 Rue St. Christophe, Brussels, phone: 129375—127361.
Managing Director: Jean Darlier.
Director foreign countries: R. D. Feinberg
Labels: NMC, Mire, Meteor, Carisch, Hebra.

HELIA RECORDS
71, Passtraat, St. Niklaas (Waas), phone: 711620—710123
Managing Director: Albert de Backer.
Publicity: Miss Helena Seghers.
Labels: Helia, Blitz, Fort.

INELCO BELGIUM S.A.
20-24 Rue de l'Hospital, Brussels, phone: 112220.
Managing Director: Pierre-Jean Goemaere.
A&R Manager: Ivon de Bie.
Sales Manager: Willy Roelans.
Labels: RCA, Vik, Camden, President.

MOONGLOW RECORDS DISTR. CO.
17, Goudbloemstraat, Antwerp, phone: 329990—329999.
Managing Director: R. J. van Hoogten.
General Manager: Joseph van Hoogten.
A&R Manager: Willy Van der Steen.
Labels: Moonglow, Chancellor, Colpix, Champ, Ray.

PALETTE RECORDS
13, Madeleine, Brussels, phone: 127906.
Directors: Fr. Faecq, Jacques Kluger.
A&R Managers: Jean & Roland Kluger.
Public Relations: Jan Theys.

PHILIPS S.A.
37, Anderlechtstraat, Brussels, phone: 134444.
Managing Director: P. J. Lebbink.
Labels: Philips, Fontana, Mercury, Riverside (Jazzland, Contemporary, Bluesville, Moodville).

RONNEX & TEENY RECORDS
33, Quai du Commerce, Brussels, phone: 177982—177989.
Managing Director: Albert van Hoogten.
Arranger: Harry Frekin.
Publicity: Charles J. Mertens.
Foreign Promotions: Paul C. Cop.
Labels: Combo, Discophon, Embassy, Oriole, W&G Records, Tempo/Osca.

SCHOTT FRERES
30 Rue Saint-Jean, Brussels—I, phone: 112122.
Managing Director: J. J. Junne.
Labels: Angelicum, Baronet, Bruno, Christophorus, Commodore, Crown, Club National Du Disque, Directional Sound, Eterna, Folkways, Harmonia, Mundi, Jazztone, Montilla, Monitor, Musicaphon Barenreiter, Metronome, MMO, Prestige, New Jazz, Period, Savoy, Urania.

SIEMENS S.A.
116, Chaussee de Charleroi, Brussels, phone: 373100.
Managing Director: Mr. Holtzapfel.
A&R Manager: Mr. Mertens.
Labels: Polydor, Brunswick, Coral, Heliodor, D.G.G., Archiv, M.G.M.

"SOBEDI" SOC. BELGE DU DISQUE S.A.
20 Blvd. Maurice Lemonnier, Brussels-I, phone: 131306—131307.
President: Fernand Janssens.
Executive Manager: George Martens.
A&R Manager: Frans Verbeeck.
Labels: Olympia, Newtone.

SOCODISC
142, Rue Joseph II, Brussels, phone: 352074 (73).
Managing Director: Pascal Robiefroid.
Publicity: Louis Vandresse.
A&R Manager: Paul Godfrin.
Labels: Palette, Verve, Reprise, Versailles, Blue Note, Funckler (Hickory, Chess, Checker, Argo, Tuff, Bella Musica, Amulette, Carina).

SONOBEL
4, Rue Rouppe, Brussels, phone: 120928.
Managing Director: Mr. Borzee.
Labels: Vox, Chant Du Monde, Amadeo, Pastorale.

AGENCE TODTENHAUPT
122, Rue Saint Denis, Brussels, phone: 430050.
Managing Director: Mr. Todtenhaupt.
Label: Teppaz.

VOGUE N.V.
35, Barthelemylaan, Brussels-I, phone: 117991—117973.
Managing Director: Guy Khavessian.
General Manager: Leon Cabat.
Labels: Vogue, Pop, Pye, Durium, Warner Bros, Contrepoint, Mode, Piccadilly.

DISQUES WILL-TEENAGER
41 Bd. de l'Abattoir, Brussels-I, phone: 110252.
Managing Director: A. Pletinckx.
Labels: Will, Teenager.

BELGIUM MUSIC PUBLISHERS

ARDMORE & BEECHWOOD BELGIUM
72, Quai des Charbonnages, Brussels, phone: 270873.
Managing Director: Jeff De Boeck.

EDITIONS CHARLES BENS
32, Rue de Lombard, Brussels, phone: 113484-112789.
Managing Director: Robert Bosmans.

EDITIONS HERMAN BRAUER
30, Rue St. Christophe, Brussels, phone: 129375-127361.
Managing Director: Jean Darlier.
Director for other countries: Roger D. Feinberg.

CLASS MUSIC CO.
17, Goudbloemstraat, Antwerp, phone: 329990-329999.
Managing Director: R. J. van Hoogten.
General Manager: Joseph van Hoogten.

EDITIONS DANCING
Heist op den Berg, Antwerp, phone: 21625.
Managing Director: M. Lambrechts.

EDITIONS FRANCIS-DAY
25, Place Saint Gery, Brussels.
Managing Director: Mrs. Dullieu.

EDITIONS FONIOR
24, Quai des Charbonnages, Brussels, phone: 254010.
Managing Director: E. W. Pelgrims de Bigard.
Music Director: A. E. Palmans.

MUZIEKUITGEVERIJ "FONOGRAM"
20, Blvd. M. Lemonnier, Brussels, phone: 131306-131307.
Managing Director: Fernanl Janssens.

FRANKIE MUSIC
Haringrodestraat 87, Antwerp, phone: 390153.
Managing Director: Jean Meeusen.

GLOBE MUSIC
33, Handelskaai, Brussels, phone: 177989-177982.
Managing Director: A. van Hoogten.
Prof. Manager: Chuck J. Mertens.

HELIA MUSIC
90, Kon. Elisabethlaan, St. Niklaas (Waas)., phone: 710501.
Managing Director: Miss Helena Seghers.

LANDRY MUSIC (LANDRY MUSICAL PRODUCTIONS)
Herculusstraat 3, Berchem-Antwerp, phone: 392877.
Director: L. J. van Rijmenant.
General Manager: L. Callebaut.

EDITIONS MODERNY-CELTIC-CODA
97, Rue de la Marliere, Mouscron, phone: 31539.
Managing Director: Mr. De Keukeleire

PETER PLUM PUBLICATIONS
1, Bd. M. Lemonnier
Brussels 1, Belgium

SAB MUSIC PUBLISHERS
(see Will-Teenager Disques)

S.A. PRIMAVERA
37, Anderlechtstraat, Brussels, phone: 134444.
Managing Director: P. J. Lebbink.

SCHOTT FRERES
30, Rue Saint-Jean, Brussels, phone: 112122.
Managing Director: J. J. Junne.

EDITIONS TEMPO
60, Rue du Lombard, Brussels.
Managing Director: M. van Elewijck.

EDITIONS VOIX DU RYTHME
41, Bd. de l'Abattoir, Brussels, phone: 110252.
Managing Director: A. Pletinckx.
Music Dir.: G. Legrand.

WORLD MUSIC/SOUTHERN MUSIC
13, Rue de la Madeleine, Brussels, phone: 127906.
Managing Directors: J. Faecq, Jacques Kluger.

We are the BEST for promoting your successes —as Music-Publishers as well as Record Manufacturers.

SAB MUSIC PUBLISHERS
WILL AND TEENAGER RECORDS
41, Boulevard de l'Abattoir, Brussels, Belgium

Recording-company is looking for HOT INDIE MASTERS, also SUB-PUBLISHERS FOR POP-MUSIC.

Send Record-Copy and Conditions to:

HELIA-RECORDS
71, Passtraat — St. Niklaas W. Belgium

BENS
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After 26 years at LOMBARD STREET
We have moved to new Headquarters at

43 Avenue de la Couronne BRUSSELS

Associated Companies:
SPANKA MUSIC
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IF YOU ARE LOOKING FOR A PUBLISHING REPRESENTATIVE OR A RECORD OUTLET IN BELGIUM
WRITE TO:
EDITIONS BRAUER
30 RUE SAINT-CHRISTOPHE
BRUXELLES 1. (BOURSE).
TEL. 02/12.93.75
12.73.61

BELGIUM POLL RESULTS

(Through the Courtesy "Song Parade"—Belgium monthly)

FOREIGN ARTISTS

Top Female Singer
1. HELEN SHAPIRO
2. Connie Francis
3. Conny Froboess

Top Msle Singer
1. CLIFF RICHARD
2. Elvis Presley
3. Paul Anka

Vocal Group
1. THE PLATTERS
2. The Everly Brothers
3. The Blue Diamonds

Big Band
1. RAY CONNIFF
2. Billy Vaughn
3. Reg Owen

Small Combo
1. THE SHADOWS
2. Peter And His Rockets
3. Johnny Hallyday

Instrumentalist
1. LOUIS ARMSTRONG
2. Duane Eddy

Record Of The Year
1. HIT THE ROAD JACK—RAY CHARLES
2. Hello Mary Lou—Ricky Nelson
3. Dance On Little Girl—Paul Anka

BELGIAN ARTISTS

Top Female Artist
1. LIEVE OLGA
2. Rina Pia
3. Jo Leemans

Top Male Singers
1. WILL TURA
2. Louis Neefs
3. Bobbejaan Schoepen

Vocal Group/Small Combo
1. THE COUSINS
2. The Jokers
3. The Tramps

Big Band
1. FRANCIS BAY
2. Henri Segers
3. Leo Martin

Record Of The Year
1. DANG DANG—THE COUSINS
2. Pepe—Rina Pia
3. De Rode Tango—Enny Denita

BELGIUM PRESSING PLANTS & MATRIXES FACTORIES

DISCOPRESS
88, Rue Gallait, Brussels, phone: 161640.
Managing Director: Mr. Braunstein.

FABELDIS N.V.
St. Mariastraat 4-10, Brussels-8, phone: 256501.
Managing Director: M. de Wallens

HELIA
71, Paastraat, St. Niklaas (Waas), phone: 711620—710123.
Managing Director: Albert de Backer.

SOBEDI S.A.
Waalse Krook, Gent, phone: 254760.
Managing Director: Fernand Janssens.

BELGIUM RECORDING STUDIOS

FONIOR N. V.
Koolmijnenkaai 26-28, Brussels-8, phone: 254010.
Managing Directors: E. W. Pelgrims de Bigard, A. de Reuck.

RCA-STUDIO
20-24, Rue de l'Hopital, Brussels, phone: 11220.
Managing Director: Pierre-Jean Goemaere.

STUDIO PHILIPS
17, Priemstraat, Brussels, phone: 119536.

COBEDI S. A.
20 Blvd. Maurice Lemonnier, Brussels-I, phone: 131306—131307.
President: Fernand Janssens.

DISCOTRADE
Chaussee de Waterloo 13, Brussels, phone: 374373.

GRAMOPHONE
76, Quai des Charbonages, Brussels 8, phone: 274390.

BEST SELLERS PAST 12 MONTHS (WALLOON)

1	Viens Danser Le Twist (Let's Twist Again)	Johnny Hallyday Chubby Checker	Philips Columbia Belinda Brussels
2	Les Millions d' Arlequin	Francis Linel	Ricordi Ed. Raoul Breton, Brussels
3	Wheels	String-A-Longs	London Editions Bens, Brussels
4	Ya Ya	Joey Dee And The Starlighters Petula Clark	Roulette Vogue Southern Music, Brussels
5	Brigitte Bardot	Robert Seto Digno Garcia Jorge Veiga Miguel Merendez	Vogue Palette Barclay Decca Peter Plum Publications, Brussels
6	Romeo	Petula Clark	Vogue Ed. Raoul Breton, Brussels
7	Parasol	Cousins	Palette World Music, Brussels
8	Dance On Little Girl	Paul Anka	ABC Paramount Spanka Music, Brussels
9	Baby Sittin' Boogie	Buzz Clifford	Philips Chappell, Paris
10	Un Clair De Lune A Maubeuge	Bourvil	Pathe Ed. Moderny, Mouscron
11	Retiens La Nuit	Johnny Hallyday	Philips Peter Plum Publications, Brussels
12	O, La, La Louise	Eric Genty	Decca Fonior, Brussels
13	Runaway	Del Shannon	London Belinda, Brussels
14	Hello Mary Lou	Ricky Nelson	Imperial Les Ed. Int. Basart, Amsterdam
15	Lecon de Twist	Caterina Valente	Decca Moderny, Mouscron
16	Esperanza	Nino De Murcia	Festival Peter Plum Publications, Brussels
17	Dang Dang	Cousins	Palette World Music, Brussels

BEST SELLERS PAST 12 MONTHS (FLEMISH)

1	Och Was Ik Maar	Johnny Hoes	Philips Benelux Music, Weert
2	Let's Twist Again	Chubby Checker	Columbia Belinda, Brussels
3	Wheels	String-A-Longs	London Editions Bens, Brussels
4	Brigitte Bardot	Roberto Seto Jorge Veiga Miguel Merendez	Vogue Barclay Decca Peter Plum Publications, Brussels
5	Dance On Little Girl	Paul Anka	ABC Paramount Spanka Music, Brussels
6	La Paloma	Freddy Quinn	Polydor
7	Zwei Kleine Italiener	Conny	Electrola Frankie Music, Antwerp
8	Walking Back To Happiness	Helen Shapiro	Columbia Ardmore & Beechwood, Brussels
9	Hello Mary Lou	Ricky Nelson	Imperial Les Ed. Int. Basart, Amsterdam
10	Love Me Warm And Tender	Paul Anka	RCA Spanka Music Brussels
11	Ya Ya	Joey Dee And The Starlighters	Roulette World Music, Brussels
12	Romeo	Petula Clark	Vogue Ed. Raoul Breton Belgique, Brussels
13	Mexico	Bob Moore	London Acuff Rose Music Benelux, Brussels
14	Little Sister	Elvis Presley	RCA Belinda Music, Brussels
15	La Novia	Tony Dallara	Moonglow World Music, Brussels
16	Good Luck Charm	Elvis Presley	RCA Belinda, Brussels
17	Tonight My Love Tonight	Paul Anka	ABC Paramount Spanka Music, Brussels
18	The Fly	Chubby Checker	Columbia Belinda, Brussels

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SWEDEN — Record Manufacturers

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Marmorvagen 6, Uppsala
Phone (018) 480 15
President: Sven Gudmundsson
Labels (others): Bruno Hi-Fi, Colosseum

BURGESS MUSIK—Bjorkvagen 4—BOHUS
Phone: Gothenburg (031) 68 08 28
President: Heinz Burgemeister
Labels (domestic): Burgess

CASINO RECORDS AKTIEBOLAG
Vegagatan 8, Sundbyberg
Phone: Stockholm 28 55 07
President: Martin Lundstrom
Labels (domestic): Casino

★CUPOL GRAMMAFON & MUSIK-AKTIE-BOLAG
Katarina Bangata 17, Stockholm So
Phone: 42 12 18
Cable: cupol
President: Helge Roundqvist
Labels (domestic): Cupol, Palette
Labels (others): Big Top, Cetra, Embassy, Oriole, Sveriges Radio, Tono, Triola, Vega

EUROPA-PRODUKTION
Drottninggatan 65, Stockholm C
Phone: 11 62 40
Cable: europasong
President: Ake Gerhard-Larsson
Labels (domestic): Europa

AB FONOGRAM
P.O. Box 8, Stockholm Tull
(Pipersgatan 29—Stockholm K)
Phone: 54 19 00
Cable: musicalia
President: Leif Kronlund
Labels (domestic): Artist, Barnparaden
Labels (others): Blue Note

FORTUNAFORLAGET AB
Holbergsgatan 95, Bromma 3
Phone: Stockholm 87 15 95
Presidents: Bo All & Henry Fox
Labels (others): Fortuna

FRALSNINGSARMENS HANDELSAVDEL-NING
P.O. Box 5090, Stockholm 5
(Ostermalmsgatan 71—Stockholm O)
Phone: 63 17 00
Cable: fralsnings
Manager: Harry Floby
Labels (domestic): Festival
Labels (others): Regal
Religious music—Salvation Army

FORLAGET FILADELFIA AB
P.O. Box 6082, Stockholm 6
(Surbrunnsgatan 42—Stockholm Va)
Phone: 34 93 80
Cable: pingstkyrkan
President: Sven Lindahl
Publicity: Paul Hjelm
A & R man: Egon Zandelin
Labels (domestic): Hemmets Harold
Religious music—The Pentecostal Movement

GAZELL GRAMMOFON AB
P.O. Box 39025, Stockholm 39
(Artemisgatan 24—Stockholm No)
Phone: 62 93 25
Cable: centerdisc
President: Dag Haggqvist
Labels (domestic): Gazell
Labels (others): Collector, Hispavox, Life Records distributed thru "Sonet Grammofon AB—Stockholm"

★GRAMMOFON AB ELECTRA
P.O. Box 150, Solna 1
(Ankdammsgatan 5—Solna)
Phone: Stockholm 82 04 80
Cable: tefunk
President: Sixten Eriksson
Publicity: Sture Wahlberg
A & R man: Carl-Eric Hjelm
Labels (domestic): RCA
Labels (others): Camden, Vik

IBRA RADIO AB
P.O. Box 821, Stockholm 1
(Sveavagen 34—Stockholm C)
Phone: 24 01 30
President: Hans Carlsson
Labels (domestic): Ibra
Religious music

JAZZ RECORDS
Nynasvagen 333, Enskede
Phone: Stockholm 39 29 88
President: Gunnar Lindqvist
Labels (domestic): Jazz Records

★JOKER RECORDS AKTIEBOLAG
P.O. Box, Solna 1
(Framnasbacken 4 B—Solna)
Phone: Stockholm 27 26 70
Cable: karusell stockholm
President: Carl Niren
Musical director: Simon Brehm
Publicity: Roland Ferneborg
A & R man: Lennart Hanning
Labels (domestic): Ariola, Joker
Labels (others): 20th Fox

★KARUSELL GRAMMOFON AB
P.O. Box, Solna 1
(Framnasbacken 4 B—Solna)
Phone: Stockholm 27 26 70
Cable: karusell stockholm
President: Carl Niren & Simon Brehm
Publicity: Roland Ferneborg
A & R man: Lennart Hanning
Labels (domestic): Karusell
Labels (others): ABC-Paramount, Durium, Paris, Reprite, Starday, Swan, Vee Jay

KASKAD RECORDS
P.O. Box 3134, Stockholm 3
(Solvagen 8—Trollbacken)
Phone: 44 40 87
President: Lennart Broberg
Labels (domestic): Kaskad

(Continued on page 60)

SWEDEN . . . . Last 12 Months

1962 has been a very bad year, it is the general feeling here. January started unusually good and record people expected 1962 to be a very good year, but February to May saw a down period such as never before. In June, biz looked like it was going up a little again, but if it will be permanent or not remains to be seen when the new season starts in middle of August.

Now, in the middle of July, Sweden is a "closed" country. Offices still opening, run with an absolute minimum of people, factories who could, have closed during the last three weeks of July, and thousands and thousands of Swedes on vacation are complaining about the daily rain.

In exchange, one can hear more foreign languages than Swedish on the street and in the shops in Stockholm and one or two other big cities in Sweden these days. The record industry is aware of the invasion of foreign tourists, and the number of so called souvenir records grows bigger and bigger every year. No doubt, there is a good market for those records, but on the other hand, only a few cities get the advantage of any great number of tourists, which limits the sale.

There is no cooperation between government radio or TV in Sweden and the record companies. An evening paper, with great sympathies for the ruling social democratic party, has a columnist who has got the word "promotion" on his brain, and this on the other hand, has frightened the government non-commercial station so much that they have found it necessary to start censoring show programs, to make sure that an artist is not singing a song he/she just recorded. Due to this, visiting foreign artists have nothing to do in Swedish TV, unless they agree not to sing their most recent recordings. This situation, which makes things a little chaotic, has kept the Swedish TV viewers from seeing visiting artists such as Bobby Vee, Connie Francis, Paul Anka, etc., etc.

Sweden is a country not limited to its own language. In fact, judging from the opinion of today's young record buyers, it rather hurts than helps a record if it is in Swedish language. However, there are almost regularly at least one, sometimes two Swedish songs among the Top Ten in the Charts.

It might not be of particular interest to the music trade, but it very well shows the tendencies during 1962 when studying a report from Stockholm, showing how much or little money people spent on entertainment during the first three months of the year. It was reported that the number of admission tickets to cinemas, show theatres, dance and sport events during January-March 1962 was 2,417,000 against 2,643,000 during the same period 1961. The worst month was February when 773,000 tickets were sold against 880,000 in February 1961. All these figures are from Stockholm only, and have nothing to do with record biz, but the general tendencies can be seen, and it is obvious that if there had been available statistics from the record companies, the result would have been about the same.

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THE VIOLENTS

This instrumental group was formed two years ago. Their lucky break came when a Swedish DJ played their first record, "ALPENS ROS," an old folk song. Since then THE VIOLENTS are considered the number one rock group in Scandinavia. Among their latest releases are "TRINK, BRÜDERLEIN TRINK," "ANACONDA," "LIEBESTWIST," "GHIA" and "BANDIDO."

SONET

JERRY WILLIAMS

JERRY WILLIAMS is the featured singer with THE VIOLENTS. He began singing in 1957, working together with Little Gerhard. He formed his own band three years later and joined The Violents this year. He has recorded with The Violents and is now touring with this group. He has appeared on TV in Sweden and Finland. This spring he smashed with "DARLING NELLY GREY" and his latest recording is "HELLO GOODBYE."

SONET

BORIS

BORIS started out as a rock and roll singer and was regarded as the King of Rock in Sweden in the fifties. He is now Sweden's number one jazz singer and this year won the male vocal poll in Orkester Journalen. He often appears on TV and radio and has toured the whole of Scandinavia. Ray Charles is one of his favourites. His latest recordings are "HELLO AMERICA" and "CHATTANOOGA CHOO CHOO."

SONET

CAVE STOMPERS

During the past three years, critics and musicians all over Europe have really begun to pay attention to CAVE STOMPERS. Last year they appeared in Germany together with Muggsy Spanier and George Lewis. This year they made a tour of England. They were voted Scandinavia's top trad band this year by the readers of the jazz magazine Orkester Journalen. Their recordings of "GIPSY LAMENT" and "CAN CAN" were on the charts in Scandinavia and Germany.

STORYVILLE

ERNIE ENGLUND

ERNIE ENGLUND of Swedish ancestry grew up in the U.S. He started his career as a trumpeter with the Les Brown Band. Before moving to Sweden he also played with, among others, Randy Brooks, Herbie Fields and Art Mooney. He has had a long row of big hits. His latest hit was "SUMMERNIGHT IN GOTHLAND" ("HOMESICK FOR NEW ENGLAND"). Ernie is one of Scandinavia's top entertainers and he is enjoying tremendous success with his own band.

GAZELL

RUNE ÖFWERMAN

RUNE ÖFWERMAN is one of Sweden's top jazz pianists and his jazz records with his own trio are selling like pop records in Sweden. Among his biggest jazz record sellers are "OLD SPICE" and "FUNKY FESTIVAL," both released in the U.S. under the Pacific Jazz label. Rune Öfwerman is now entering the pop field with an original instrumental recording of "ANTON'S TWIST" and "BIG BASS BOOGIE."

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SWEDEN

SWEDEN — Record Manufacturers

(Continued from page 59)

KNAPPUPP AKTIEBOLAG
P.O. Box 3073, Stockholm 3
(Drottninggatan 81B—Stockholm Va)
Phone: 24 07 20
Cable: ralvopro
President: Felix Alvo
Publicity: Stig Wallgren
A & R man: Allan Johansson
Labels (domestic): Knappupp, Triola
Labels (others): Bella Musica, California, Dot, Jupiter, Kapp, Megafon, Request

LdR RECORDS
Agatan 57, Linkoping
Phone: 414 10
President: Ingemar Lind & Sven Wass
Publicity: Bengt Lindeblad
A & R man: Ingemar Lind
Labels (domestic): LdR
Labels (others): Magnifice

MEGAFON
Skarsgatan 5, Gothenburg S
Phone (031) 40 30 75
President: Lars-Gunnar Andersson
Labels (domestic): Megafon
Records distributed thru "Knappupp AB—Stockholm"

★METRONOME RECORDS AB
Dalagatan 6, Stockholm C
Phone: 20 35 08
Cable: metrorec
President: Mats Bjerke
Export manager: Borje Ekberg
Publicity: Pelle Nystrom
A & R man: Anders Burman
Labels (domestic): Metronome, Snurrskivan
Labels (others): Atco, Atlantic, Barclay, Buena Vista, Cadence, Disneyland, New Jazz, Prestige

MORGONSTJARNANS FORLAG
Kungsholmsgatan 20, Stockholm K
Phone: 51 63 87
Cable: ahlinmusik
President: Mrs. Marta Ablin
Labels (domestic): Morgonstjarnan
Labels (otbers): Ansgar
Religious music

OKTAV MUSIKFORLAG-GRAMMOFONBOLAG
P.O. Box 6038, Malmo 6
(Drottningtorget 2—Malmo C)
Phone: (040) 102 58
Cable: oktavmusik
President: Sten Enbohm
Labels (domestic): Oktav

★AB PHILIPS-SONORA
Kungsgatan 29, Stockholm C
Phone: 23 41 45
Cable: sonora
President: Bo Lofberg
Publicity: Ingvar Erikson
A & R man: Gote Wilbelmson
Producers: Ake Obquist (Philips), Curt Peterson (Fontana, Mercury), Ake Cedermyr (Sonata, Sonora), Gote Wilbelmson (Dux).
Labels (domestic): Dux, Fontana, Philips, Sonata, Sonora
Labels (others): Caedmon, Jazzland, Mercury, Riverside

POLYCO AKTIEBOLAG
Kungsgatan 56, Stockbolm C
Phone: 20 06 97
President: Henry Fox
Labels (domestic): Hor
Records distributed tbru "Svenska Pye AB—Sundbyberg"

AB RECORD-MATERIEL
Norrbackagatan 1, Stockholm Va
Phone: 23 42 15
Cable: recopress
President: Knut Vestman
Labels (domestic): Onskesagan

SCAN-DISC RECORDING COMPANY AB
Grevturegatan 38, Stockholm O
Phone: 67 99 14
Cable: scandisco
President: Ronald Sjogren
A & R man: Miss Ann Perciwall
Labels (domestic): Pep, Polka, Scan-Disc
Labels (otbers): BFB
Records distributed tbru "Sonet Grammofon AB—Stockholm"

★SKANDINAVISKA GROMMOPHON AB
P.O. Box 27053, Stockholm 27
(Sandbamnsgatan 39—Stockholm No)
Phone: 67 09 60
Cable: grammophon
President: Anders Holmstedt
Publicity: Ture Solsnaes
A & R man: Hakan Elmqvist
Labels (domestic): Columbia, His Master's Voice, Odeon, Sakral
Labels (others): Capitol, Dolton, Electrola, Imperial, Liberty, Metrojazz, M-G-M, Parlophone, Pathe, Stateside

★SONETT GRAMMOFON AB
P.O. Box 39025, Stockholm 39
(Artemisgatan 21, Stockholm No)
Phone: 67 05 40
Cable: scandicord
President: Gunnar Bergstrom
Foreign manager: Dag Haggqvist
A & R man: Sven Lindholm
Labels (domestic): Sonet, Storyville
Labels (others): Bel Air, Candid, Collector, Colpix, Debut, Gazell, Hispavox, Pep, Polka, Roulette, Scan-Disc

SVENSKA MISSIONSFORBUNDETS FORLAG
Tegnergatan 8, Stockbolm Va
Phone: 34 96 80
Cable: forbundet
President: Bertil Johansson
Labels (domestic): Sirius
Religious music

SVENSKA PYE AKTIEBOLAG
Landsvagen 47, Sundbyberg
Phone: Stockholm 28 26 80
Cable: svenpye
President: C. S. Stewart
Labels (others): Golden Guinea, Hor, Nonesuch, Piccadilly, Pye.

★SVENSKA SIEMENS AB
P.O. Box 21001, Stockholm 21
(Norra Stationsgatan 63-65—Stockholm Va)
Phone: 22 96 40
Cable: siemens
Presinent: Eric Nyholm
Publicity: Mrs. Inga Airijoki
A & R man: Arne Widegren
Labels (domestic): Polydor
Labels (others): Archiv-Produktion, Cantate, Command, Coral, Deutsche Grammophon, Heliodor, Heliodor-Westminster, United Artists, Verve

SVERIGES RADIO AKTIEBOLAG
P.O. Box 955, Stockbolm 1
(Oxenstiernsgatan 2—Stockholm No)
Phone: 63 10 00
Cable: broadcast
Manager: Manne Ginsburg
Labels (domestic): Sveriges Radio
Records distributed thru "Cupol Grammofon & Musik AB—Stockholm"

SWERECO AKTIEBOLAG
P.O. Box, Jobannesbov 6
(Huvudskarsvagen 16—Jobannesbov)
Phone: Stockbolm 39 32 00
President: Arne Setterwall
Labels (others): Crown, Eros, Supraphon, Vogue

★TELEFUNKEN FORSALJNINGS AB
P.O. Box 150, Solna 1
(Ankdammsgatan 5—Solna)
Phone: Stockbolm 82 04 80
Cable, tefunk
President: Sixten Eriksson
Publicity: Sture Wahlberg
A & R man: Sven Agren
Labels (domestic): Barben, Decca, Discofil, Sagoton, Swedisb Society, Telefunken, Warner Bros.
Labels (others): Ace of Clubs, Ace of Hearts, Brunswick, Felsted, London

VIKING RECORDS
Byggmastaregatan 11, Lund
Phone: (0412) 114 50
Cable: vikrec
President: Erban Lasson
Labels (domestic): Viking
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Knappupp — Sweden's Show Business Empire

From A Novelty Act And An Acrobatic Act Came Sweden's Multi-Million Dollar Show Business And Record Empire.

STOCKHOLM — AB Knäppupp, a leading Swedish showbusiness organization, celebrates its 10th birthday this year, after a decade of enormous progress.

On October 10, 1952, Knäppupp started its activity with a small show, which was the first "crazy-entertainment" in Sweden. The show cost $10,000 to produce and went on to set new records in Swedish theatre business. And yet, this was only the start. Today every seventh Swede sees one of Knäppupp's shows or musicals, and the company sells more than half a million records every year, a huge figure for a country with a population of only seven million. It means that every 14th Swede buys a Knäppupp record every year. Comparing figures with a record company in the U.S. this would mean an annual sale of approximately 13 million records a year.

In addition to their own recordings, Knäppupp distributes such American labels as Dot, Imperial, Kapp and Request, and the Danish Triola label. The music taste in Sweden is somewhat similar to that in the States, which means that Pat Boone, Fats Domino, Billy Vaughn, Rick Nelson, Brian Hyland, Roger Williams, and others, are very popular in Sweden.

Knäppupp also has its own booking agency, and is looking forward to booking its American recording artists to the Swedish audiences. The propaganda value in such a personal appearance was shown very well in 1960 when Pat Boone visited Sweden and gave a couple of concerts arranged by Knäppupp. The great success during his visit raised the sales figures of his records tremendously.

2400 spectators every night watch the shows at this tent theatre, which during the five month summer season tours all of Sweden, visiting 67 cities. It means great publicity for Knäppupp's phonograph records, declares Felix Alvo, president of the company, also the owner of Stockholm's second biggest independent theatre where the walls are covered with publicity material about Knäppupp's Swedish and American record stars.

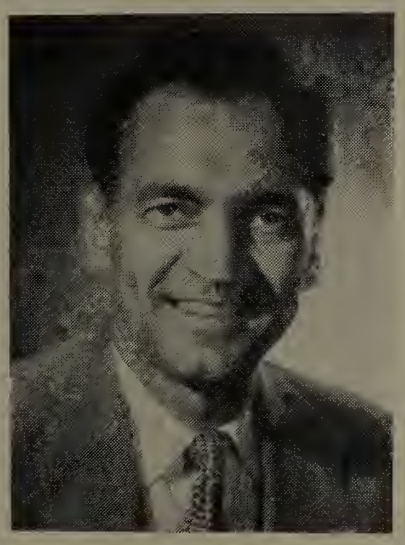
MEET FELIX ALVO

Felix Alvo, president of AB Knäppupp was born in Njurunda, northern Sweden, on February 9, 1918. He entered this world as Felix Alvar Johansson, a name he continued to use during many years when he worked at factories but had secret dreams about joining a touring circus.

In the early 40's, he started a trapeze act with his brother, and the two began to get small engagements as The Red Devils, in smaller spots in northern Sweden. But in 1944 his brother was hurt in an accident during the act, and Felix began looking for a new act.

When the swinging mast artist Captain Willners was killed in Arboga, Alvo bought his 115 ft. swinging mast for $300. With this move, the name Alvar was terminated.

Alvo, when he was known as Felix Alvar, the daring young man on the 115 ft. mast



FELIX ALVO
President, Knappupp

In his place came "the King of the Swinging Mast, Captain Felix Alvo" —"the most daring act you've ever seen; you don't believe your eyes," the advertisement said. Felix Alvo soon became one of the busiest artists in Sweden, and the whole theatre world of Europe tried to get his signature on a contract.

After five years, in 1950, he returned from a six months tour of England. His risky act had given him a "nice" Bank account, and a desire to make more money in show biz, but in a less risky way.

The swinging mast business had mainly been a summer season job. The Swedish winter is no ideal time for such events. However, Felix Alvo had been busy in show biz in winters as well. Every New Year's Eve he would hire amusement halls and arrange New Year Shows around midnight. At one of those shows, he had hired a young pianist and singer named Povel Ramel.

Ramel and Alvo soon began discussing business ideas. Ramel had his own group of artists and a style of his own. A stage show with this group was planned. With Alvo's $10,000 the show opened at Lorensberg Theatre in Gothenburg on October 10, 1952. And the rest is history. Sweden had a new show style, which had come to stay. The show was so different that all its artists became famous overnight.

Felix Alvo gave up his swinging mast act, but his reputation had flown all over the world. He still receives letters from show biz people in the United States, who would like to hire Captain Felix Alvo and his act. But he no longer takes such bookings. Handling Sweden's biggest show biz organization and always looking for new contracts from abroad is more than a full time job. And in addition he no longer has the mast. He did keep it during the first years with Knäppupp, in the event things didn't turn out the way he had expected. But it wasn't long before he realized that Knäppupp had become the kind of organization that would survive. Then and only then did he sell the mast. The former factory worker had established himself as a show biz king, running theatres, tent shows, record companies, a booking agency, film company, juke box dept., etc.

It is well worth noting that Knäppupp came up with new ideas, thanks to the young people behind it when it started. Povel Ramel was 30, Felix Alvo was 34, when the whole thing started. Today they are ten years older, but as Povel Ramel recently put it: "Building up this organization has kept us young, as we have not had much time to celebrate birthdays."

MEET POVEL RAMEL

Presenting Knäppupp means presenting Povel Ramel, the blue-blooded Baron of Swedish nobility, who showed very little interest in following in father's footsteps and becoming a lawyer. He found music and composing too interesting.

To start from the beginning, Povel Ramel was born in Stockholm on June 1, 1922. During the forties, while still in college, he found the way to the college jazz band, where he soon became a popular pianist. As a side-

POVEL RAMEL, V.P., Knappupp

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Gold For Pat Boone

When Stig Wallgren, publicity man of AB Knäppupp, visited Hollywood in July 1959, he had the pleasure of presenting Pat Boone with a Gold Disk for the sale of his "Love Letters In the Sand," which sold over 100,000 copies in Sweden.

Knäppupp engaged itself in several campaigns to make Pat Boone one of the most popular record artists in Sweden. Among others, there was a Pat Boone fan-club formed in cooperation with a weekly magazine. The fan-club got several thousand members in almost no time at all.

MEET POVEL RAMEL

(Continued)

line, he also wrote his own songs, not the conventional type of pop songs, "but very good numbers," his friends said. They advised him to contact a record company.

Young Povel had a song, "Johansson's Boogie Woogie Waltz," an old-fashioned waltz with a boogie woogie beat and comedy lyrics. He went to a record company, presented the song and wondered. Since most companies felt his material was not commercial, he had to keep on trying new companies.

Three years later, EMI recorded the song on its His Master's Voice label, sung by Povel himself. The boogie woogie waltz quickly became one of the milestones in the Swedish record biz history.

A Povel Ramel song was considered "different," but at the same time it had hit possibilities.

Back in the days when only 78 rpm records existed, it was understood that a 10" record was the only type of release with which to get a top seller. A 12" record was considered more difficult, and no one tried it. Until Povel made his "The Gräsänklingsblues" (The Grass Widower's Blues). The lyric, half in English, half in Swedish was "typically Ramel" but music specialists agreed that the composition could just as well been signed W. C. Handy or any other of the famous blues composers. And it was recorded as a 12" record. It became a top seller in no time at all.

Povel Ramel was often heard on radio, in fact so often that SBC decided to give him a full-time job. He got his own room, his own desk and, since SBC was a government company, he got himself a life-time job. However, six months later, he left SBC, officially to make a trip to the Pacific. The result of the trip was new songs in which Ramel in his own way described such places as Ceylon and Bangkok and the Pacific Islands.

After starting Knäppupp with Felix Alvo, Povel has been a star in the stage shows, in films and in many tent tours. New songs, new records, mainly from the shows, had hit big in Sweden. One of them deserves special mention. It was "Naturbarn" (Nature Boy) and it came from a show at a time when the world had just began to take to calypso music. At the opening show, "Naturbarn" was a typical song of around three minutes in length. But during each performance, Povel added new gags to the song, and when the show closed, the song took about 15 minutes. Everybody agreed that with this song Povel Ramel had managed to "kill" calypso music in one of the most outstanding performances ever seen on a Swedish stage.

The vice-president in AB Knäppupp is also a very busy man, even if he does not personally appear in every new Knäppupp show. But he is the author of most of the numbers, which is the best guarantee of the "genuine Knäppupp style" which is a tradition in today's show biz life in Sweden.

The Motion Picture Adventures Of Knappupp

AB Knäppupp went into film production at an early stage of its existence. So far, the company has made seven feature films, all of which have been great successes and Knäppupp has since become a well established name in the film biz as well as in music trade.

However, with the Knäppupp films being made primarily with Knäppupp's own artists, they have all been a mixture of comedies and musicals. The top success was "Ra-Ta-Taa" (hard to translate but the title refers to the sound of the trumpet blowing before the battle starts). Many critics considered this film one of the funniest ever made in Sweden, and based on its great success, the audience must have felt the same way.

For the last two years, Knäppupp has not made any new films. Cash Box asked Felix Alvo: Is it because of the much criticized entertainment taxes or because of the competition from other media such as TV?

"Not at all. The audience always appreciates a good film. But we have been too busy in other areas of showbusiness and as a result have not had time for films. But at the moment we are planning to return to the film biz again."

Besides their own film production, Knäppupp is also importing films to Sweden, among others, they have been very successful with several Italian imports during recent years.

Stig Wallgren, publicity man for Knappupp, with Fats Domino when they met in California a few years ago during one of Wallgren's visits to the United States.

Knappupp In The Record Biz

Window display of Rick Nelson's record in Sweden.

Successful in so many other fields of showbusiness, it was no surprise when it was announced that the Knappupp organization was forming its own record department and was calling it Knappupp Records.

Almost from the very start, Knäppupp began to press and distribute the American Dot label in Sweden. Kapp followed shortly thereafter and later Imperial. The latter, however, was called California Records here, since the German label Imperial already had the name registered. Close cooperation with Morks Musikforlag in Copenhagen (handling the above American labels in Denmark), added the Danish Triola label to those handled by Knäppupp. A couple of German labels, Bella Musica and Jupiter, were also added to the list, in addition to the American Request Records.

Knäppupp always tried to use new and fresh ideas. And of course, they also tried new ways to sell records. If a weekly magazine could have "resalers," working on a commission basis at working places such as factories, etc., why not sell records the same way. Knäppupp tried it, and discovered it was a very good idea. Many people, who for one or another reason considered a visit to a record shop inconvenient, had nothing against buying a record where they worked. Knäppupp noticed growing sales not only for the Swedish Knäppupp label, but also for those American and European labels they handled.

It is no doubt that these "new methods" were unusual. For some reasons, there is a feeling that records sale should be limited to record shops by specialists who know the trade, but on the other hand, it is also obvious that every trade has to find new ways in stimulating public interest. The present situation in the record trade in Sweden makes it necessary for record people to do their best to meet competition, and the step taken by Knäppupp might only be one of many ways which has to be taken sooner or later.

Rack sales, record clubs offering records via mail order sale to members, and many other things have been tried during the past 12 months. More advertising than before, use of commercial radio stations, are other new methods tried.

Felix Alvo has explained Knäppupp's search for new ways to stimulate the interest in records by saying: "In these days, when modern developments have made it easier and more comfortable for people to go from one continent to another, it seems necessary to have every other industry following. There might be plenty of record shops, but it is still an effort for people to stop at a retail shop. Naturally, it is more convenient if they can be offered the new record releases at their doorsteps, more or less. And I think our use of 'resalers' at factories is something like that. They get the new records just as easy and regularly as they get their salary checks, and I have discovered that it is a method that pays. We have increased our sales figures even in a time when there is a general recession all over the record trade. But Knäppupp is of course not satisfied with using these methods only. Like everything else, we have to improve and we will certainly keep our eyes open for any new ideas that can be of use."

So far, AB Knäppupp has been able to present its artists with three Gold Disks. Pat Boone got one for "Love Letters In the Sand" (Dot) in 1959, Martin Ljung one for his satirical "Rock-Fnykis" (Knäppupp) in 1960 and Robertino one for his "O Sole Mio" (Triola) in 1961. All those for the sale of 100,000. Knäppupp looks for every opportunity possible to add humor to a situation. When in 1961 the company discovered that one of its recordings had sold 50,000, and since this record had Martin Ljung on one side and Povel Ramel at the back side, they said: "Martin has sold 50,000, actually Povel must also have sold 50,000," so Knäppupp pressed a Gold Disk, and gave one half to each of the two artists.

Jimmy Bailey of Dot Records, distributed in Sweden by Knappupp, visited Stockholm last Spring and found that Jack Ross' Dot recording of "Ching Ching" was a top seller in Sweden. Above he is seen with Alvo.

Legit Theatre:

Knappupp's Next Area For Expansion

During the winter of 1961-62 Felix Alvo and Knäppupp entered the more serious stage of the show world by presenting "My Fair Lady" at the Circus Theatre in Gothenburg. Another success was added to the many others Knäppupp has achieved since its inception.

When "My Fair Lady" had closed, Felix Alvo packed his trunks and went to New York. However, people in record business did not see too much of him during his stay, since he was spending most of his time on Broadway trying to see as many plays and shows as possible.

Will this be the next department of the Knäppupp concern? Cash Box asked Felix Alvo.

"The Swedish people are by tradition very theatre conscious. They appreciate a good play, and when such a play is presented, nothing can keep them away from the theatre. Our experiment with "My Fair Lady" convinced me that here is something well worth every possible attention. A good play, a good musical, a good show . . . why shouldn't Knäppupp do its best to give the audience exactly what it likes most?"

To this can be added that "Carnival" is next on Knäppupp's schedules. When and where the musical will be presented, is not yet known.

Dave Kapp, president of Kapp Records, distributed in Sweden by Knappupp, with Knappupp president Alvo.

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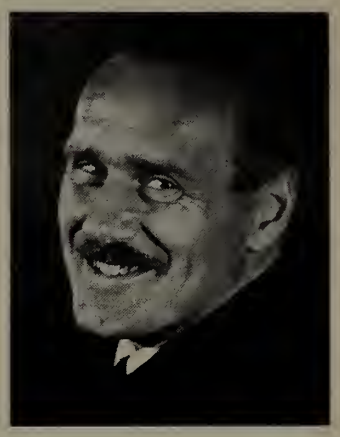

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SWEDEN'S TOP SELLERS OF 1962

1	Walk On By (Ivan Mogull Music/Sweden Music)	128 points
2	Zwei kleine Italiener (Sweden Music)	125 points
3	Good Luck Charm (Belinda (Scandinavia) AB)	122 points
4	Let's Twist Again (Belinda (Scandinavia) AB)	110 points
5	Don't Read the Letter (Robert Mellin (Scandinavia) AB)	101 points
6	*Sol och vår (Europa-Produktion)	84 points
7	Chattanooga Choo Choo (Reuter & Reuter)	83 points
8	*Te' dans mä' Karlstatösera (Nordiska Musikförlaget)	79 points
9	Ching Ching (Happy José) (Sonet Music)	77 points
10	You Can Have Her (Ivan Mogull Music/Sweden Music)	76 points

The Swedish charts had 49 songs among the Top Ten during the first 26 weeks of the year. Only few of them continued as top sellers for more than a month, very many appeared in the charts only one week, after which they disappeared from the charts as well as record shops.

"Walk On By" started selling in Sweden in beginning of March, and continued at the charts for 15 weeks, of which it held the No. 1 spot for four weeks. It was the Leroy Van Dyke recording on Mercury who made the money in Sweden. Publisher: Ivan Mogull & Sweden Music.

"Zwei kleine Italiener" or "Tina and Marina," Germany's contribution to the Luxembourg song festival this year did very well for 11 weeks. Most of the money went to the original German version with Conny on Columbia, but a local recording with two newcomers who called themselves Tina and Marina (on Karusell) shared in very well. Publisher: Sweden Music.

"Good Luck Charm," the Elvis Presley record was No. 1 for eight weeks, and still among the top sellers when the first half year ended. Publisher: Belinda (Scandinavia) AB.

"Let's Twist Again" appeared among the top ten for 16 weeks, which is the most any song managed during 1962. The record as well as the dance got plenty of promotion by Twist competitions arranged all over Sweden, among others by the publisher of this Chubby Checker recording, Belinda (Scandinavia) AB.

"Don't Read the Letter..." is an American song which is more or less unknown in its original versions. A Swedish recording titled "Läs inte brevet jag skrev dej" by Siv Malmquist on Metronome became the top seller in beginning of 1962. Publisher: Robert Mellin (Scandinavia) AB.

"Sol och vår" (Sun and spring), Sweden's contribution to the Luxembourg song Festival made well enough to end up among the top sellers of the year. Inger Berggren, who sang the song in Luxembourg, made the top selling version on His Master's Voice. Publisher: Europa-Produktion.

"Chattanooga Choo Choo" with Floyd Cramer on RCA is still doing very good in Sweden and seems to have all chances to survive the summer period. Publisher: Reuter & Reuter.

"Te' dans mä' Karlstatösera" is a Swedish oldie, made by a local west-Swedish teenage group who became internationally well-known by this song. Sven Ingvars' Quartet on Philips was on the top of the charts when 1962 began with this recording. Publisher: Nordiska Musikförlaget.

"Ching Ching" or "Happy José" was on the top of the charts in March and April. Jack Ross on Dot was top selling version, but also some other versions did very well here. Publisher: Sonet Music.

"You Can Have Her" was unknown in its original version, but the Swedish version titled "Sån't är livet" (Such is life) with Anita Lindblom on Fontana topped the charts when 1962 began and did it so well that it got a Gold Disk after the sale of 100,000 records. Swedish publisher: Ivan Mogull and Sweden Music.

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NORWAY . . .

Norway is different from the other Scandinavian countries as far as the sources for the pop music taste is concerned. Local radio stations or TV has very little to do with the records the Norwegian asks for. On the other hand, the continental commercial Radio Luxembourg plays a great part as almost everybody listens to the stations, and particularly the "Top Twenty" program. A record on Luxembourg's Hit Parade almost automatically becomes a top seller also in Norway. This on the other hand, gives records from other parts of the world, including Norwegian records, very little chance to become top sellers. And since German and French records, only occasionally are played over the Luxembourg station, those records also find Norway a difficult market.

In 1962, a record company, Egil Monn Iversen A/S, decided to break this influence from Luxembourg. The company started a series of Norwegian recordings, planning to do its best to present Norwegian recordings of almost every song that is translated into Norwegian. This might be a daring step as any local recording costs money to make, but if nobody buys it, due to the Luxembourg station, it might be a bad affair. However, the more Norwegian recordings there are at the market, the more local records the local radio and TV stations have to choose from, and this might very well create a new interest among the teenage record buyers.

Naturally, Egil Monn Iversen A/S is not the first company to make local recordings. There are more than 20 labels making pop records in Norwegian, and if they are lucky, this might help to get more local songs on the charts, and perhaps also help to make the Norwegian charts more individual than they are now, when the Norwegian Top Ten looks more or less as a carbon copy of Radio Luxembourg's.

(Continued on page 67)

ICELAND . . .

Iceland is the smallest of the Scandinavian countries. There is a very active record trade, with not less than three companies making domestic recordings on five different labels. A fourth company deals with imported labels only.

Iceland has no TV, but the sale of TVs is very good, it is reported. The American military camp at Keflavik, south of Reykjavik, has its own TV station serving the American forces. The programs might not be made for the Icelandic audiences, but there is no law against watching them. In the Icelandic Parliament there have been heard voices, particularly from the communists, asking for such a law, declaring that "those programs hurt our old Icelandic culture."

The number of Icelandic records made every year can be estimated to around 30 to 50 records released. Most active is Islenzkir Tónar, a label being on the local charts regularly with usually several records among the Top Ten.

Icelandic record companies and music publishers cooperate very closely with record companies and publishers in Oslo and Copenhagen. There have been attempts to start some cooperation between Reykjavik and Stockholm, but so far, this has failed, perhaps mainly because of language problems. Icelandic might be a Scandinavian language, but at least Swedes find it very difficult if not impossible to understand.

ICELAND RECORD COMPANIES

FALKINN H/F
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Labels (domestic): H.S.H.
Labels (others): Atco, Atlantic, Cupol, Dot, Fontana, Musica, Pbilips, RCA

VERZLUNIN DRANGEY
Laugavegi 58—Reykjavik
Pbone: 133 11
Cable: ammendrup
President: Tage Ammendrup
Labels (domestic): Islenzkir Tonar, Stjornu Hljomplotur
Labels (others): California, Dot, Decca, London, Polydor, RCA, Musica

ICELAND MUSIC PUBLISHERS

BOKAUTGAFA MENNINGARSJODS
Hvefirsgotu 42—Reykjavik
Phone: 136 52
President: Gils Gudmundsson

DRANGEYARUTGAFAN
Laugavegi 58—Reykjavik
Phone: 133 11
Cable: ammendrup
President: Tage Ammendrup

ICELAND COLLECTING SOCIETIES

S.T.E.F.
Samband Tonskalda og Eigenda Flutningsrettar
Freyjugatu 3
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REYKJAVIK
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NORWAY'S BEST SELLERS DURING 1962

1	You Can Have Her (Ivan Mogull Music & Sweden Music)	163 points
2	Let's Twist Again (Belinda (Scandinavia) AB)	121 points
3	Wings of a Dove (Belinda (Scandinavia) AB)	107 points
4	Walk On By (Ivan Mogull Music & Sweden Music)	101 points
5	Good Luck Charm (Belinda (Scandinavia) AB)	98 points
6	The Young Ones (Musikk-Huset A/S)	94 points
7	Zwei kleine Italiener (Sweden Music)	86 points
8	You're the Only Good Thing (Egil Monn Iversen A/S)	68 points
9	Multiplication (Belinda (Scandinavia) AB)	61 points
10	*Æille så ner som a Ingebjörg (Musikk-Huset A/S)	59 points

"You Can Have Her" or in Swedish "Sån't är livet" was a recording not promoted over the continental commercial radio station Radio Luxembourg, and therefore it was surprising that Anita Lindblom on Fontana managed to top the charts for not less than seven weeks and become the real top seller of 1962. Publisher: Ivan Mogull and Sweden Music, Stockholm.

"Let's Twist Again" with Chubby Checker on Columbia was on the charts for 19 weeks. It never reached the No. One spot, but it managed to make Twist very popular all over Norway. Published by Belinda (Scandinavia) AB in Stockholm.

"Wings of a Dove," or in Norwegian, "Det var du som sa' nei," was Grynet Molvig's debut in the charts. Her RCA recording topped the charts for three weeks. Publisher: Belinda (Scandinavia) AB, Stockholm.

"Walk On By" with Leroy Van Dyke on Mercury has been an all-Scandinavian Hit during 1962. Topped the charts in Norway for four weeks in February-March. Publisher: Ivan Mogull and Sweden Music, Stockholm.

"Good Luck Charm" was the No. One on the charts when second half year started. The Elvis Presley record seems to have all chances to survive the summer season, and so far it has been on the top for six weeks, and on the charts for 12 weeks. Publisher: Belinda (Scandinavia) AB.

"The Young Ones" with Cliff Richard on Columbia has been on the charts for 20 weeks during the year, but never managed to get up at the top. Publisher: Musikk-Huset A/S.

"Zwei kleine Italiener," the German Song Festival contribution, is still on the charts and seems to do well for several more weeks. The Conny Froboess recording on Columbia has been an all-Scandinavian top seller. Publisher: Sweden Music, Stockholm.

"You're the Only Good Thing" with Jim Reeves on RCA is one of those songs who had plenty of appeals to Norwegian record buyers. It did not make any noise in the other Scandinavian countries, where, after all, the music taste is not too far from each other. Publisher: Egil Monn Iversen A/S.

"Multiplication," the Bobby Darin (Atlantic) recording which originally was not supposed to be made. Darin sang the song in a film, and many in Europe believed it had sales possibilities. Atlantic finally agreed to release the record, and the success followed. Publisher: Belinda (Scandinavia) AB in Stockholm.

"Æille så ner som a Ingebjörg," the only Norwegian song among the top ten during the first six months of 1962. It is a chanson-like song, not too much like today's hits on records, but it has something that stays in the ears after the record has been played. Still among the top sellers when the second half year started. Publisher: Musikk-Huset A/S.

Comments: Norway is more or less bound to the Continental commercial radio station, Radio Luxembourg, and a song played in the Top Twenty program in Luxembourg almost immediately becomes a Hit in Norway. That's what makes it so difficult for domestic songs and, usually, songs from neighborhood countries to become top sellers in Norway.

NORWAY COLLECTING SOCIETIES

T.O.N.O.
Norsk Komponistforenings Internasjonale Musikkbyra
"The Norwegian Copyright Bureau"
Klingenberggate 5—Oslo
Phone: 42 18 08
Cable: tono
President: Ragnar Kjerrulf

Record sale in Norway is comparatively small. A Silver Disk is awarded for the sale of 25,000 and a Gold Disk for 50,000 records. There are many Silver Disk winners while Gold Disks appear very seldom.

Norwegian radio and TV is government non-commercial stations, and Norway has never had any problems with commercial stations operating from outside territorial water. However, Norwegian government is also planning a law similar to Denmark and Sweden against such stations.

NORWAY MUSIC PUBLISHERS

HARMONIFORLAGET
Malerhaugveien 20—Oslo
Phone: 67 67 90
Cable: Monnmusic
President: Jorg-Fr. Ellertsen and music.

CARL M. IVERSEN
Postboks 191—Oslo
(Youngsgate 1—Oslo)
Phone: 41 38 67
Cable: cemiyoung
President: Arild Iversen

EGIL MONN IVERSEN A/S
Malersaugveien 20—Oslo
Phone: 67 67 90
Cable: monnmusic
President: Egil Monn-Iversen
Manager: Jorg-Fr. Ellertsen

HARALD LYCHE & CO'S MUSIKFORLAG
Kongens gate 2—Oslo
Phone: 41 44 85 & 41 34 64
Cable: edilych
President: Harald Lyche

MUSIKK-HUSET AKTIESELSKAP
P.O. Box 1459—Oslo
(Karl Johans gate 45—Oslo)
Phone: 42 17 03
President: Sigurd Kielland
Publicity: Arne Damsgaard

NORSK MUSIKFORLAG A/S
Postboks 1499—Oslo
(Karl Johans gate 39—Oslo)
Phone: 41 49 03
Cable: musikforlaget
President: Fridtjof Backer-Grondahl

SKANDIA MUSIKPRODUKSJON A/S
S:t Olavs gate 28—Oslo
Phone: 33 44 53
President: Kjell Karlsen

OSCAR SKAUS MUSIKKHANDEL & FORLAG A/S
Edv. Storms gate 1—Oslo
Phone: 33 49 66
Cable: musikkskau
President: Oscar Skau

VIKING MUSIC AKTIESELSKAP
S:t Olavs gate 28—Oslo
Phone: 33 44 53
Cable:
President: Kjell Karlsen

NORWAY PRESSING PLANTS

HEGER PLASTICS A/S
Kjelsasveien 141—Oslo
Phone: 21 72 17
Cable: heplast
President: Ragnar Heger

NORSK A/S PHILLIPS
P.O. Box 5040—Oslo
(Sorkedalsveien 6—Oslo)
Phone: 46 38 90
Cable: philips
President: Haakon Tveten

NORSK GRAMMOFONKOMPANI A/S
Wergelandsveien 1—Oslo
Phone: 33 40 18
Cable: norgrako
President: Odd Roar Knudsen

NORSK TEKNISK PORSELEN-FABRIKK
Seiersborg—Fredrikstad
Phone: 5900
President: Peter Barfoed

NORWAY GALVANIC INDUSTRIES

A/S RADIO INDUSTRI
Sandakerveien 16—Oslo
Phone: 37 56 80
President: D. W. van der Sijde

NORWAY RECORD COMPANIES

ANSGAR FORLAG AKTIESELSKAP
Mollergaten 26—Oslo
Phone: 42 07 47
President: Tormund Torgussen
Labels (domestic): Ansgar
Religious music

BRODRENE JOHNSEN AKTIESELSKAP
P. O. Box 251—Oslo
(Nedre Slottsgate 11—Oslo)
Phone: 42 09 93
Cable: broderjohn
President: Peer Johnsen
Labels (domestic): Rondo
Labels (others): Amadeo, Cetra, Fonit, Pye, Tono, Vox
All records destributed through Norsk A/S Philips

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Malerhaugveien 20—Oslo
Phone: 67 67 90
Cable: monnmusic
President: Egil Monn-Iversen
Labels (domestic): Sonet, Triola, Warner Bros
Manager: Jorg-Fr. Ellertsen
Labels (others): BFB, California, Colpix, Dot, Gazell, Kapp, Knappupp, Manu, Megafon, Roulette, Storyville, Tempo, Tops, 20th Fox

FILADELFIAFORLAGET AKTIESELSKAP
S:t Olavs gate 24—Oslo
Phone: 33 61 27
President: Kjell Ruud
Labels (domestic): Klango
Labels (others): Hemmets Harold
Religious music

IVERSEN & FROGH AKTIESELSKAP
Postboks 246—Oslo
(Youngsgate 1—Oslo)
Phone: 41 39 60
Cable: planoreflex
President: Arild Iversen
Publicity: Miss Gunvor Stavseth
A & R man: Rolf Syversen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, Electrola, Imperial, Liberty, Metrojazz, M-G-M, Parlophone, Pathe, Regal

MANU MUSIKPRODUKSJON
P.O. Box 14—Oslo-Almabru
President: Per Gunnar Jensen
Labels (domestic): Emmanuel, Manu
Records distributed by Egil Monn Iversen A/S Oslo

NORWAY RECORDING STUDIOS

EGIL MONN IVERSEN A/S
Malerhaugveien 20—Oslo
Phone: 67 67 90
Cable: monnmusic
President: Egil Monn-Iversen

IVERSEN & FROGH A/S
P.O. Box 246—Oslo
(Youngsgate 1—Oslo)
Phone: 41 39 60
Cable: planoreflex
President: Arild Iversen

NORSK A/S PHILIPS
P. O. Box 5040—Oslo NV
(Sorkedalsveien 6—Oslo)
Phone: 46 38 90
Cable: philips
President: Haakon Tveten

NORSK GRAMMOFONKOMPANI A/S
Wergelandsveien 1—Oslo
Phone: 33 40 18
Cable: norgrako
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NORWAY . . . .
Lookin' for contacts in record or publishing field?
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Phone: 33 44 53

A/S NERA
Postboks 7033H—Oslo
(Pilestredet 75c—Oslo)
Phone: 46 19 50
Cable: musica
President (record section): Eilif Meyer
A & R man: John Johanson
Labels (domestic): Musica, RCA
Labels (others): Blue Note, Camden, Cupol, Telefunken

A/S NOR-DISC
Malerhaugveien 20—Oslo
Phone: 67 67 90
Cable: monnmusic
President: Egil Monn-Iversen
Manager: Totto Johannessen
Labels (domestic): Ariola, Karusell, Metronome, Nor-Disc
Labels (others): ABC-Paramount, Atco, Atlantic, Baccarola, Cadence, Impulse, Joker, New Jazz, Prestige, Reprise, Top Rank

NORSK A/S PHILIPS
Postboks 5040—Oslo NV
(Sorkedalsveien 6—Oslo)
Phone: 46 38 90
Cable: philips
President: Haakon Tveten
Publicity: Erik Roed
A&R man: Arild Berggren
Labels (domestic): Fontana, Philips
Labels (others): Amadeo, Cetra, Golden Guinea, Jazzland, ercury, Nonesuch, Piccadilly, Pye, Riverside, Rondo, Sonata, Sonora, Tono, Viking, Vox

NORSK GRAMMOFONKOMPANI AKTIESELSKAP
Wegelandsveien 1—Oslo
Phone: 33 40 18
Cable: norgrako
President: Odd Roar Knudsen
Publicity: Captain Seeberg
Labels (domestic): Barneplaten, Harmoni
Labels (others): Embassy, Manhattan, Music Minue One, Speed-Up

NORSK-LUTHERSK MISSIONSSAMBAND
Grensen 19—Oslo
Phone: 41 76 40
Cable: norskluth
President: Tormond Vaagen
Labels (domestic): Norea
Religious music

A/S PROTON
Postboks 1384—Oslo
(Rosenborggaten 19—Oslo)
Phone: 33 78 70
Cable: proton
Manager: Sverre Dahl
Publicity: Odd Loken
Labels (domestic): Polydor
Labels (others): Ace of Clubs, Ace of Hearts, Archiv-Produktion, Beltona, Brunswick, Command, Coral, Decca, Deutsche Grammophon, Felsted, Heliodor, Heliodor-Westminster, London, Oiseau-Lyre, United Artists, Verve

VIKING MUSIC AKTIESELSKAP
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FINLAND . . .

The general feeling is that 1962 has been a year with just as good sales results as any other year, according to record executives in Helsinki.

There is at least one remarkable difference between Finland and the other Scandinavian countries. A record with good sales possibilities must be in Finnish language. On the other hand, the song could be from almost anywhere in the world, but generally, a good Finnish-language version has better sales possibilities than any foreign record. However, there are some American artists with top popularity, as Elvis Presley and Paul Anka, but looking at the Finnish charts, these and a few others seem to be the only exceptions. There have been months when all ten records in the Top Ten chart has been either Finnish songs or Finnish versions of foreign songs.

Finland has three different TV stations, one government non-commercial, one private commercial and one government commercial. The commercial stations have done much to help record trade. Since it is a commercial station, they can offer better payment to foreign artists than the non-commercial ones, and despite the fact that Finland is a comparatively small country, the Finnish TV has been presenting several very expensive international artists. Record companies have their own programs over the commercial stations. "At the start it cost us a lot of money, but now we can see how it has begun to pay," it has been said.

There is no commercial radio in Finland at the moment, but it is believed that there will be so in the near future. In Finland, everybody, including the government, has had good experiences from the commercial TV stations, which might help very much, it is believed.

The record sale in Finland cannot show any imposing figures. A Gold Disk is awarded after the sale of 35.000. Since 1945 only three Gold Disks have been awarded.

Finland is a two language country, with Finnish as main language in most parts of the country and Swedish in many parts of southwestern Finland. However, records are made almost only in Finnish, while Swedish language records are imported from Sweden.

With one exception, all music publishers in Finland are also record companies. On the contrary, there are three or four record comapnies who are not active in publishing biz.

Except for the Finnish TV, people in southern Finland, including Helsinki, can easily watch Russian TV from Tallin in Estonia. Estonian language is not too difficult to understand for Finns.

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LEVYSAVEL Oy
Vuorikatu 14—Helsinki
Phone: 12 651
Cable: Levysavel
President: Martti Jappila
Publicity: Martti Piha

LEVYTUKKU Oy
Fredrikinkatu 45—Helsinki
Phone: 38 149
Cable: Levytukku
President: Niilo Erik Saarikko
Publicity: Harry Bergstrom

OY MUSIIKKI-FAZER-MUSIK AB
Aleksanterinkatu 11—Helsinki
Phone: 10 751
Cable: Musikfazer
President: Roger Lindberg
Publicity: Osmo Ruuskanen

SCANDIA-MUSIIKI Oy
Hietalahdenranta 11a—Helsinki
Phone: 64 20 05
Cable: Scandiamusic
President: Paavo Einio
Publicity: Antti Einio

Oy R.E. WESTERLUND Ab
Pohjoinen Esplanaadikatu 37—Helsinki
Phone: 10 396
Cable: Pianowesterlund
President: Robert Westerlund
Assistant managing director: Hans Westerberg

X-SAVEL
Huomalistonkatu 17 A 5—Helsinki
Phone: 49 49 87
President: Toivo Karki

FINLAND COLLECTING SOCIETIES

T.E.O.S.T.O.
Saveltajain Tekijanoikeustotoimisto
Hietaniemenkatu 2

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"The Finnish Copyright Bureau"
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President: Ernst Wallner
Publicity: Harald Stahle
Labels (domestic): Corona
Labels (others): Cupol, Golden Guinea, Nonesuch, Oriole, Piccadilly, Pye, Vega

Oy DISCOPHON Ab
Takomontie 3—Pitajanmaki
Phone: 45 16 27
Cable: Sloy
President: Bengt G. Liljeroth
Publicity: Johan Vikstedt
Labels (domestic): RCA
Labels (others): Camden, Vik

FORSAMLINGSFORBUNDET SIRIUS
Ratakatu 29—Helsinki
Phone: 58 177
Cable:
President: Bjarne Boije
Labels (others): Sirius
Religious music

IBRA RADIO LAHETYS r.y.
Pengerkato 9—Helsinki
Phone: 77 98 54
Cable:
President: Kaj Antturi
Labels (domestic): Ibra
Religious music

As Finland is a two-language country (Finnish and Swedish), most companies have their names in both Finnish and Swedish, as well as all street addresses exists in both languages. Listed here, however, are names and addresses in Finnish only. Recent development in Finnish Parliament points at Finnish being the sole language in near future. A law guarantees certain big cities a continuing two-language structure, was recently rejected by the Parliament.

LEVYTUKKU OSAKEYHTIO
P. O. Box 178—Helsinki
(Fredrikinkatu 45a—Helsinki)
Phone: 38 149
Cable: Levytukku
President: Niilo 'Erik Saarikko
Publicity: Harry Bergstrom
Labels (domestic): BFB, Broadway, Fontana, Manhattan, Triola

Oy MUSIIKKI-FAZER-MUSIK Ab
Aleksanterinkatu 11—Helsinki
Phone: 10 751
Cable: Musikfazer
President: Roger Lindberg
Publicity: Olli Hamalainen
A & R man: Osmo Ruuskanen
Labels (domestic): Decca, Palette, Philips, Rytmi, Suosikki
Labels (others): Ace of Clubs, Ace of Hearts, Amadeo, Artone, Barben, Barclay, Brunswick, California, Felsted, London, Oiseau-Lyre, Rhythm, Sonata, Sonora

NOR-DISC Oy
Hietalahdenranta 11a—Helsinki
Phone: 64 20 05
President: Antti Einio
Publicity: S. Piwovitch
A&R man: Jaakko Salo
Labels (domestic): Nor-Disc
Labels (others): Ariola, Atco, Atlantic, Belter, Cadence, Disneyland, Joker, Metronome, New Jazz, Prestige, Snurrskivan, Top Rank, 20th Fox.

PELASTUSARMEIJAN KAUPPAOSASTO
City-kaytava 16-17—Helsinki
Phone: 62 57 52
President: Hellin Lindstrom
Labels (domestic): Pelastussointuja
Labels (others): Festival
Religious music—Salvation Army

POHJOISMAINEN SAHKO-OSAKEYHTIO/ NORDISKA ELEKTRISKA AKTIEBOLAGET
Vuorikatu 14—Helsinki
Phone: 12 651
Cable: Nea
President: Oscar Rokkanen
Manager of record dept.: Martti Piha
Labels (domestic): Blue Master, Columbia, Finlandia, Odeon, Parlophone
Labels (others): C.G.D., Elite Special, Imperial, Metrojazz, M-G-M.

SCANDIA-MUSIIKKI Oy
Hietalahdenranta 11—Helsinki
Phone: 64 20 05
Cable: Scandiamusic
President: Harry Orvomaa
Publicity: Paavo Einio
A&R man: Jaakko Salo
Labels (domestic): Scandia
Labels (others): ABC-Paramount, Crown, Impulse, Kapp, Karusell, Knappupp, Megafon, Reprise

SIEMENS SAHKO—OSAKEYHTIO
P. O. Box 8—Helsinki
(Mikonkatu 8—Helsinki)
Phone: 10 714
Cable: Siemens
Prsident: A. A. Keinonen
Manager of Record dept.: Henrik von Denffer
Labels (domestic): Polydor
Labels (others): Archiv-Produktion, Coral, Heliodor, Heliodor-Westminster, Deutsche Grammaphon, United Artists, Verve

Oy SONET Ab
Heiteladenranta 11a—Helsinki
Phone: 64 20 05
Cable:
President: Rainer Scholin
Publicity: Antti Einio
Labels (others): Artists, Bel Air, Blue Note, Candid, Chancellor, Colpix, Debut, Everest, Gazell, Jazz Cool, Roost, Roulette, Sonet, Storyville.

SAHQOLIIKEIDEN Oy
Takomontie 3—Pitajanmaki
Phone: 45 44 01
Cable: Sloy
President: Eino Hietanen
Publicity: Johan Vikstedt
A&R man: Johan Vikstedt
Labels (domestic): Telefunken
Labels (others); Cetra, Warner Bros.

Oy R. E. WESTERLUND Ab
Pohjoinen Esplanaadikatu 37—Helsinki
Phone: 10 396
Cable: Pianowesterlund
President: Robert Westerlund
Publicity: Miss A. Tuomarila
A&R men: Ossi Malinen & Edik Lindstrom
Labels (domestic): His Master's Voice
Labels (others): Capitol, EmArcy, Liberty, Mercury, Pathe, Smash, Wing

FINLAND PRESSING PLANTS

Oy AIRAM Ab
Pursimiehenkatu 29-31—Helsinki
Phone: 11 431
Cable: Airam
President: Henrik Bergroth

AKKUTEOLLISUUS Oy
Sahatie 2—Tikkurila
Phone: Helsinki 11 912
Cable: Nife
President: Ernst Wallner

ELECTRO-VOX STUDIO
Neitsytpolku 1 B—Helsinki
Phone: 11 912
Cable: Nife
President: Ernst Wallner

POHJOISMAINEN SAHKO-OSAKEYHTIO/ NORDISKA ELEKTRISKA AKTIEBOLAGET
Vuorikatu 14—Helsinki
Phone: 12 651
Cable: Nea
Manager: Martti Piha

SCANDIA-MUSIIKKI Oy
Kulttuuritalo—Helsinki
Phone: 70 844
Cable: Scandiamusic
Manager: Jaakko Salo

Oy R. E. WESTERLUND Ab
Pohjoinen Esplanaadikatu 37—Helsinki
Phone: 10 396
Cable: Pianowesterlund
President: Robert Westerlund

FINLAND GALVANIC INDUSTRIES

AKKUTEOLLISIUS Oy
Neitsytpolku 1 B—Helsinki
Phone: 11 912
Cable: Nife
President: Ernst Wallner

DENMARK . . .

1962 has not been as good as other years, but on the other hand, there is no reason to panic. Danish record companies, particularly those with American contacts, are complaining about the difficulties of competing with European artists these days. Denmark is a good sales possibility for records, and European recording artists know it. However, government non-commercial stations (radio and TV) depend on licenses, and they offer comparatively small sums to artists appearing there. European artists, however, have long ago discovered that what they might lose on a p.a. in Danish TV, they will get back twice on the sale of their records. Actually, Danish TV is able to present top European names almost regularly, and the sales charts (for records) has almost 90 per cent European artists on the top. Only American artist managing to get among the top ten during first half of 1962 was Chubby Checker who came sixth with "Let's Twist Again."

Radio and TV is government controlled and non-commercial. The commercial station Radio Merkur has been stopped by a new law, forced upon Denmark by Sweden who could not face competition from a commercial station and decided to stop it by a new law. However, as often before, it was considered better that the suggestions came from Denmark, and actually. Danish government was the first in Scandinavia to present such a law to its Parliament. However, all this happened when Denmark has had such commercial stations for many years, and the Prime Minister himself had been using the commercial station, among others for charity programs. But on the other hand, Sweden had just got its commercial problems, which makes this Danish "law" so difficult to understand, for the Danes. This, together with other things like

(Continued on next column)

DENMARK . . .

(Continued from previous column)

the one year old "Danish" law that prohibits tax free sale of alcohol and tobacco in any quantity on the ferries between Denmark and Sweden, certain different ideas of how to run an air-line (Scandinavian Airlines System), etc., has not made Swedes too popular among Danes. One can see it from daily papers, from stage shows where every chance is taken to 'say how we feel about our beloved neighbour,' as a Dane put it. However, officially, the cooperation is the very best between the two countries.

TV-wise, there is an inter-Scandinavian cooperation known as Nordvision. Denmark, however, has nothing against an artist singing the songs he/she just recorded, while this is considered one of the deadliest sins in Swedish TV, where there is a censorship of the artists' repertoire. The fact that Swedish record companies have taken advantage of Danish TV shows over Nordvision, advertising the release of the record and song heard in a certain program, has been considered "promotion" by the Swedes, who think such promotion belongs in a commercial station and not on a government station. This has resulted in very few Danish show programs being accepted by Swedish TV in recent months, while, in the name of the cooperation, more and more so called cultural programs from Denmark has found its way to Sweden.

DENMARK PRESSING PLANTS

SKANDINAVISK BAKELITE INDUSTRI AKTIESELSKAB — Provensvej 35 — COPENHAGEN-VANLOSE
Phone: 70 15 21
President: Maeos Sorensen

SKONDINAVISK GRAMMOPHON AKTIESELSKAB — Hoffdingsvej 18 — COPENHAGEN-VALBY
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President: A. J. Poole

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VESTERPORT 247, COPENHAGEN V, DENMARK

DENMARK'S TOP TEN OF 1962

1	Schwarze Rose, Rosemarie (Multitone)	157 points
2	Elisabeth-Serenade (Imudico)	154 points
3	Walk On By (Ivan Mogull & Sweden Music)	96 points
4	The Young Ones (Dacapo Musikforlag)	91 points
5	Mandalay (No Publisher)	85 points
6	Let's Twist Again (Belinda (Scandinavia) AB)	77 points
7	You Can Have Her (Ivan Mogull & Sweden Music)	74 points
8	*Django (Multitone)	70 points
9	Zwei kleine Italiener (Sweden Music)	69 points
10	La Novia (Stockholms Musikproduktion)	63 points

"Schwarze Rose, Rosemarie" topping the charts during the first six months with 22 weeks on the charts. A German recording with Peter Kraus on Polydor was the best selling version, but a local recording with Gustav Winckler on Tono helped a lot. Danish publisher: Multitone.

"Elisabeth-Serenade," again a German recording (Günter Kallman-Choir/Polydor) became a top seller. The song originates from England, but it started with the German version. Made 21 weeks on the charts, of them it spent nine weeks as No. 1. Danish publisher: Imudico A/S.

"Walk On By" started with Leroy Van Dyke on Mercury, but a recording with popular Danish teenage group The Clifters on Philips came out and took over the sale. When June ended, this was second on the charts, and one can expect it to be a good seller for several weeks more. Danish publishing rights held by Ivan Mogull Music/Sweden Music in Stockholm.

"The Young Ones" has been Cliff Richard's (Columbia) top seller of 1962, and it was still topping the charts when the first half year ended. So far, the record has been on the charts for 20 weeks. Danish publisher: Dacapo Musikforlag.

"Mandalay," yes, it is Kipling's poem "On the Road to Mandalay," here a little 'modernized' for today's ears, was the top seller when 1962 started in a local recording with Four Jacks on Odeon. No publisher has claimed the rights for this version.

"Let's Twist Again" came with Chubby Checker on Columbia and one can say it really introduced Twist in Denmark, Appeared at the charts for 12 weeks and was used by dance-schools in Denmark for lessons in the new dance. Publisher for Denmark: Belinda (Scandinavia) AB.

"You Can Have Her" started in Sweden in a recording with Anita Lindblom on Fontana. Swedish-language records, by tradition, have difficulties to become top sellers in Denmark, but here was one of these rare exceptions. Anita's Swedish version of this American song sold so well that it got Gold Disks in both Sweden and Denmark. Danish publishing rights controlled by Ivan Mogull Music and Sweden music in Stockholm.

"Django" is the only Danish song which has been successful enough to appear among the top ten of the year. The song was composed by one of the members of the popular group, The Clifters, who recorded it on Philips, so well that it appeared on the charts for eleven weeks. Publisher: Multitone.

"Zwei kleine Italiener" was Germany's entry at this year's Eurovision Song Festival at Luxembourg last March. It was one of the few songs with appeal to the pop market, and has also became a top seller in most European countries. Conny Froboess, who sang it in Luxembourg, recorded it for Columbia, and so far the record has been on the charts for 12 weeks and still seems to do good. Danish publisher: Sweden Music, Stockholm.

"La Novia" or "Dybt i min dröm" in Danish, is a song originating from Brazil. It has been on charts for 10 weeks when June ended, best sellers are two domestic recordings, Lis Bjornholt on Odeon and Poul Bundgaard on Polyphon. Danish publisher: Stockholms Musikproduktion, Stockholm.

* * *

It is no surprise that there are only one American recording among those Top Ten during the first six months of 1962. In Denmark, compared with other European countries, p.a.'s of the recording artists plays a great part in the sales statistics. A recording artist coming to Denmark, appearing in local TV shows, etc., can expect a good record sale, while those not coming has to accept that their versions are beaten by recordings with local artists. In Europe, most of the artists have began to realize this fact, and Danish TV can get almost any high-paid artist for almost nothing as they know that whatever they loose on the TV show, they'll get it back on the sale of the records. As seen from above statistics, not even Elvis Presley managed to get any of his recordings among the top ten throughout the first six months, while he might be able to get his "Good Luck Charm" there before the year is over. This record held the third place on the charts as when June ended.

The points listed above is the result of a survey of the Danish best selling charts week by week since the start of 1962. The song holding the first place got ten points, nine points for a second place down to one point for a 10th spot. Adding together the points, the result above appeared.

This survey deals with the best selling songs, not with the artists.

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MORKS MUSIKFORLAG—Vesterport 247—COPENHAGEN V

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President: Knut Mork

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Cable: wincklermusic
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Cable: hartmusic
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Cable: imudico
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Cable: multitone
President: Harry Jensen

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Cable: wincklermusic
Presidents: Gustav Winckler & Karl Emil Knudsen

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Cable: elektrongea
President: John L. Bryholt
Assistant manager: Vilhelm Hoy
Labels (others): Cupol, Swedish Society, Telefunken

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Phone: MInerva 7650, BYen 8015
Cable: danrecord
President: Karl Emil Knudsen
Publicity: Per Sorensen
A&R men: Gustav Winckler & Per Sorensen
Labels (domestic): Debut, Ecco, Mascot, Sonet, Storyville
Labels (others): Artist, Colpix, Elite Special, Palette, Roulette, Savoy, Tops, Vega

FELIX FILM OG GRAMMOFON—Bernstoffsgade 21—COPENHAGEN K

Phone: MInerva 2543
Cable:
President: Ejnar Christensen
Labels (domestic): Felix
Labels (others): Cantate

HARTKOPPS MUSIKFORLAG — Fredericiagade 16—COPENHAGEN K

Phone: PAlae 9711 & 8911
Cable: hartmusic
President: Eugen Hartkopp
Publicity: Julie Bruun
A & R man: Hans E. Hartkopp
Labels (domestic): H.M.
Labels (others): Golden Guinea, Nonesuch, Piccadilly, Pye, Supraphon
"Labels (domestic):"—Labels upon which domestic recordings are made and released
"Labels (others):"—other labels distributed by the companies
Foreign labels represented by the companies, but released under a domestic label's name, has not been listed above. Example: European London represents around 200 American labels, those are not listed here, only label listed will be "London."
If no Cable address appear, the company has no such address registered.

HEDE NIELSEN'S FABRIKKER AKTIESELSKAB—Grundtvigsvej 10a—COPENHAGEN V

Phone: EVa 4120
Cable: henigram
President: Ove Hede Nielsen
General manager: Elith Henriksen
Publicity: Ivan Meldgaard
Labels (domestic): RCA
Labels (otbers): Camden, Vik, Warner Bros

KARUSELL GRAMMOFON AKTIESELSKAB—Raadhustraede 3—COPENHAGEN K

Phone: MInerva 7650, BYen 8015
Cable: danrecord
President: Karl Emil Kundsen
Publicity: Per Sorensen
A & R men: Gustav Winckler & Per Sorensen
Labels (domestic): Ariola, Joker, Karusell
Labels (others): ABC-Paramount, Baccarola, Durium, Reprise, Starday, Swan, Paris, Top Rank, 20th Fox, Vee Jay

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Labels (others): Hemmets Harold, Klango Religious music

LOUISIANA RECORDS—HUMLEBAEK

Phone: 719
President: Knud W. Jensen
Labels (domestic): Louisiana

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Phone: Central 775
Cabel: gyldendalske
Presidents: Otto B. Lindhardt & Ole Wivel
Labels (domestic): Louisiana/Gyldenda! Records distributed tbru Nordisk Polyphon A/S—Copenbagen.

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Phone: AEGir 8112
Cable: metrorecords
President: Bent Fabricius-Bjerre
Publicity: Peer Nielsen
A & R man: Jorgen Ingmann
Labels (domestic): Metronome
Labels (others): Atco, Atlantic, Barclay, Cadence, Disneyland, New Jazz Prestige, Snurrskivan

MORKS MUSIKFORLAG—Vesterport 247—COPENHAGEN V

Phone: PAlae 5000, 4866, 9110
Cable: musicmork
President: Knut Mork
Publicity: Mrs. Knut Mork
Labels (domestic): Triola
Labels (others): California, CGD, Dot, Hickory, Hit, Kapp, Knappupp, Spotlight

NORDISK PLADEFORLAG—Raadhustraede 3—COPENHAGEN K

Phone: MInerva 7650, BYen 8015
Cable: danrecord
President: Karl Emil Knudsen
Publicity: Per Sorensen
A & R men: Gustav Winckler & Per Sorensen
Labels (domestic): Gazell, Life
Labels (others): Collector, Hispavox

NORDISK POLYPHON AKTIESELSKAB—Emdrupvej 115—COPENHAGEN NV

Phone: 69 25 22
Cable: polyphon
President: Werner Hamburger
Publicity: Andreas Arfmann
A & R men: Rosenlow Jensen (Decca), Carl Andersen & Owe Wiisholm (Philips), Svend Dittmer (Polyphon)
Labels (Domestic): Philips, Polyphon
Labels (others): Ace of Clubs, Ace of Hearts, Archiv-Produktion, Argo, Beltona, Brunswick, Caedmon, Command, Contemporary, Coral, Decca, Deutsche Grammophon, Em-Arcy, Felsted, Fontana, Heliodor, Heliodor-Westminster, Jazzland, London, Mercury, Oiseau-Lyre, Polydor, Riverside, Sonata, Sonora, United Artists, Verve, Wing

SKANDINAVISK GRAMMOPHON AKTIESELSKAB—Hoffdingsvej 18—COPENHAGEN-VALBY

Phone: 30 67 11
Cable: grammopbon
President: A. J .Poole
Publicity: Kurt Hviid-Mikkelsen
Labels (domestic): Columbia, His Master's Voice, Odeon
Labels (others): Capitol, Electrola, Imperial, Liberty, M-G-M, Metrojazz, Parlophone, Pathe, Vox
NOTE: While In Denmark, Copenhagen is divided into telephone districts. If phoning BYen 8015, dial BY and wait for answer from the operator, when she answers, ask for the number.
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Cable:
President: Asger Lund-Christensen
Labels (domestic): Tivoliphon

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Phone: AEGir 2300, 9680
Cable: tonorecords
President: Harry Larsen
Publicity: T. Lutzer
A & R man: E. Ollgard
Labels (domestic): Tono
Labels (others): Amadeo, Embassy, Jazz Selection, Majestic, Oriole, Pop, Swing, Vogue

VIKING MUSIC—Norrebrogade 21—COPENHAGEN K

Phone: NOra 7141 & 2592
Cable:
President: Peer Frost
Publicity: Peer Frost
Labels (domestic): Domino, Viking

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Cable:
President: Borge Jensen

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Phone: AEGir 8112
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President: Bent Fabricius-Bjerre

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Phone: 30 67 11
Cable: grammophon
President: A. J. Poole

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President: G. P. Foss

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CANADA....

SALES

The general consensus of opinion expressed by Canadian record industry chiefs concerning the past twelve months is that the period has been comparatively successful. Sales of singles maintained a satisfactory level throughout the period.

It should be pointed out that a "hit" in Canada, where singles are concerned, averages about 35,000 sales. By comparison with the market in the United States this figure represents about the same level of a city the size of Detroit. In the past twelve months the average sales mark has been surpassed frequently, supporting the contention that the period was a comparatively successful one. "PEPPERMINT TWIST" by JOEY DEE on ROULETTE; "I CAN'T STOP LOVING YOU" by RAY CHARLES on SPARTON (Sparton's HAROLD POUNDS calls the Charles disk the biggest item his firm has handled since "DIANA" by PAUL ANKA) "BIG BAD JOHN on COLUMBIA by JIMMY DEAN and "LITTLE BITTY TEAR" by BURL IVES on DECCA all soared well over the average sales mark. These and many other items showed tremendous staying power, turning up near the top of sales figures for their respective companies month after month. Seasonal slumps were not nearly as serious over the past twelve months as they had been in time past.

PROMOTION

The smaller volume of business on the overall scene in Canada dictates that promotion and sampling programs must also be operated on a smaller scale. The number one channel of exposure for the manufacturers and distributors in Canada, as most everywhere else, are the broadcasters. For the most part excellent relations exist between the two. There are some minor points of difference. On one hand some of the broadcasters claim that the manufacturers and distributors should supply their products absolutely free of charge to the stations. They contend that by playing the disks they create a demand for them. This leads to increased sales and profit for the manufacturer and distributor, and it should then follow that the disks be made available free of charge in the first place. On the other hand the manufacturers and distributors point out that their total sales—even on a smash hit—are not great enough to warrant the supplying of free disks to the broadcasters. They do supply the disks, or at least most of the manufacturers and distributors do, at cost or lower. They further point out that the vast majority of programming on Canadian stations originates from records. If the broadcaster had to pay the talent involved directly, the cost would be prohibitive, therefore, the broadcasters are getting a big break in the expense column as it is. The objective point of view is that both points are well taken. However, the entire procedure is operating on a two way street, with room for give and take on both parts. Compromise would seem to be the solution. Canadian broadcasters appreciate receiving sample singles from the original American manufacturer. Canadian record men frown on this practice, complaining that the disks in question are over-exposed before they have a chance to manufacture them in quantity for the Canadian market, and as a result of air play too early and too often, the demand for the disks on the retail level is destroyed. The answer here would seem to be an agreement whereby the stations would continue to receive the disks from the States, perhaps in even greater quantities than at present, but limit their exposure until such time as the Canadian product is available. Distribs and manufacturers contend that Canadian sta-

(Continued on page 72)

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CANADA . . . .

(Continued from page 71)

tions rely far too heavily on American produced hit charts. The result is that a good Canadian produced record, or an International release is not played simply because it does not appear on any American chart. In such cases broadcasters would be well advised to listen closely to the material in question, not because it's a Canadian disk, but because it just might be a good record. Properly exposed a good domestic disk can become as popular as any import, and perhaps go on to become a best seller in the U.S. as well.

PRODUCTION

Easily the highlight of the past twelve months in this Country has been the rapid expansion of Canadian production. More good Canadian records and artists have made their appearance in the period than at any time in the past. In many cases the actual recording sessions took place in the United States, but original manufacture and distribution took place in Canada. In some cases the circle was completed as material recorded by Canadian talent in the U.S., and distributed at the outset only in Canada was picked up by U.S. firms and returned to the U.S. for distribution and sales. BOBBY CURTOLA, handsome young singer from Port Arthur, Ontario, is a prime example of the above procedure. He originally recorded in his home town for limited distribution and sales in Canada only. This was followed by a session Nashville, resulting in greatly increased Canadian sales on the Tartan label. This in turn lead to a deal being signed with Del Fi Records in Hollywood for American distribution. First Curtola item handled by the American firm, "Fortune Teller" became a chart click. In another instance, the procedure was reversed. A Canadian artist, PIERRE LE BON, cut a session—"SH BOOM" —for AMY Records in Detroit. It eventually was picked up for distribution in Canada by QUALITY Records. One of the prime movers in the development of Canadian record talent has been COLUMBIA's FRANK JONES. A Canuck himself, Jones has been responsible for several good Columbia sessions, most of which have been released both in Canada and the U.S. Sessions in question were the SANDY SELSIE and STU DAVIS singles, done in Nashville, and the LP session with THE ROMEOS, conducted by Frank in Toronto. RONN METCALF, R. DEAN TAYLOR, PAT HERVEY, GORD LIGHTFOOT, MARK LONDON, THE BEAU MARKS, THE COURIERS and THE COUNT VICTORS to mention but a few, will soon be names to contend with in the record business, the world over. The record industry in Canada is finding its feet, and is beginning to flex its muscles.

HIGHLIGHTS

BUD HAYDEN arrives at PHONODISC as promotion head, begins producing newsy, "Bud Sez" sheet.

LONDON's Phase 4 line of setreo albums make their debut

The untimely death of JOHN LABELLE, sales representative of Compo Co., Montreal

Robertino, young Italian singing star, smashes with Kapp albums and singles

Ray Charles album and single smash usual summer slump

Canadian song "Steel Men" becomes international hit

Capitol's 6000 series singles and 72,000 series LP's originating in England, score in Canada

Phonodisc Montreal continues to sell 3400 copies a week of "Wheels" by THE STRING ALONGS, despite the fact the disk made it debut in January 1961.

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Canada Duties

The austerity program embarked upon by the Canadian Government will affect the record industry in this Country directly. The minimum value placed on imported masters by the Canadian Customs is seven dollars. There is an import duty of twenty percent, and with the most recent developments in the realm of import duties, a surcharge of ten percent has been added. There is also a sales tax of eleven percent charged on the imported item.

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Adios	Jim Reeves	RCA Victor
Afrikaan Beat	Bert Kaempfert	Decca
Al Di La	Emilio Pericoli	Warner Bros.
Amor	Roger Williams	Kapp
A Steel Guitar And A Glass Of Wine	Paul Anka	RCA Victor
Au Revoir	Kitty Wells	Decca
Bandit Of My Dreams	Eddie Hodges	Cadence
Big Bad John	Jimmy Dean	Capitol
Breaking Up Is Hard To Do	Neil Sedaka	RCA Victor
Break It To Me Gently	Brenda Lee	Decca
Bless You	Tony Orland	Epic
Call Me Mr. In Between	Burl Ives	Decca
Caterina	Perry Como	RCA Victor
Charlie's Shoes	Billy Walker	Columbia
Chattenooga Choo Choo	Floyd Cramer	RCA Victor
Cindy's Birthday	Johnny Crawford	Del Fi
Colinda	Rod Bernard	Hallway
Come Back, The	Faron Young	Capitol
Come Back Silly Girl	The Lettermen	Capitol
Commancheros, The	Claude King	Columbia
Cottonfields	The Highwaymen	United Artists
Crazy	Patsy Cline	Decca
Crying In The Rain	Everly Bros.	Warner Bros.
Danny Boy	Andy Williams	Columbia
Dear One	Larry Finnegan	Regency
Deep In The Heart Of Texas	Duane Eddy	RCA Victor
Don't Turn Around	The Journeymen	Capitol
Dream Bahy	Roy Orhison	Monument
Dreamy Eyes	Johnny Tillotson	Cadence
Dribble Twist	The Halos	Warwick
Duke Of Earl	The Duke Of Earl	Vee Jay
Everybody Loves Me But You	Brenda Lee	Decca
Fool Number One	Brenda Lee	Decca
Fortune Teller	Bohby Curtola	Tartan
Funny Way Of Laughin'	Burl Ives	Decca
Ginny Come Lately	Bryan Hyland	ABC-Par.-Sparton
(Girls, Girls, Girls) Were Made To Love	Eddie Hodges	Cadence
Good Luck Charm	Elvis Presley	RCA Victor
Granada	Frank Sinatra	Reprise
Heart In Hand	Brenda Lee	Decca
Hey Let's Twist	Joey Dee	Roulette
Honky Tonk Man	Johnny Horton	Columbia
I Can't Stop Loving You	Ray Charles	ABC-Par.-Sparton
I Know	Barbara George	Regency
It Keeps Right On A' Hurtin'	Johnny Tillotson	Cadence
Jambalaya	Fats Domino	Imperial
Johnny Get Angry	Joanie Sommers	Warner Bros.
King Of Clowns	Neil Sedaka	RCA Victor
Lemon Trees	Peter Paul And Mary	Warner Bros.
Limbo Rock	The Champs	Apex
Little Bitty Tear	Burl Ives	Decca
Lizzie Borden	Chad Mitchell Trio	Kapp
Lolipops And Roses	Jack Jones	Kapp
Love Is The Sweetest Thing	Saverio Saridis	Warner Bros.
Love Letters	Ketty Lester	London
Love Me Warm And Tender	Paul Anka	RCA Victor
Man Who Shot Liberty Valance, The	Gene Pitney	United Artists
Milk And Honey	Eddie Fisher	ABC-Par.-Sparton
Mrs. Mills Medley	Mrs. Mills	Capitol
Multiplication	Bobby Darin	Atco
My Boomerang Won't Come Back	Charle Drake	Capitol
My Daddy Is President	Little Jo Ann	Kapp
Old Rivers	Walter Brennan	Liberty
O Sole Mio	Rohertino	Kapp
Peppermint Twist, The	Joey Dee	Roulette
Percolator Twist	Billy Jo & The Checkmates	London
Please Don't Ask About Barhara	Bohhy Vee	Liberty
P.T. 109	Jimmy Dean	Columbia
Roly Poly	Joey Dee	Roulette
Roses Are Red	Bobby Vinton	Epic
Run To Him	Bobby Vee	Liberty
Sealed With A Klss	Bryan Hyland	ABC-Par.-Sparton
Sharing You	Bobby Vee	Liberty
She Called Me Baby	Harlan Howard	Capitol
She Cried	Jay & The Americans	United Artists
She's Got You	Patsy Cline	Decca
She Thinks I Still Care	George Jones	United Artists
Shout	Joey Dee	Roulette
Shout Shout Knock Yourself Out	Ernie Maresca	London
Sleeping Beauty	Jimmy Dean	Columbia
Somebody Save Me	Ferlin Husky	Capitol
Step By Step	Anita Bryant	Columbia
Step Right Up	Teresa Brewer	Coral
Stranger On The Shore	Acker Bilk	Atco
Sugartime Twist	McGuire Sisters	Coral
Swinging Gently	Earl Grant	Decca
Teach Me Tonight	George Maharis	Epic
That Greasy Kid Stuff	Janie Grant	Caprice
That Happy Feeling	Bert Kaempfert	Decca
That's Old Fashioned	Everly Bros.	Warner Bros.
Theme From Route 66	Nelson Riddle	Capitol
Things	Bohhy Darin	Atco
Thunder Road	Robert Mitchum	Capitol
Today's Teardrops	Rick Nelson	Imperial
Town Without Pity	Gene Pitney	United Artists
Trouble's Back In Town	Wilburn Bros.	Decca
Tuff	Ace Cannon	Hi
Twist Her	Bil Black's Comho	Hi
Twistin' The Night Away	Sam Cooke	RCA Victor
When I Fall In Love	The Lettermen	Capitol
When I Get Through With You	Patsy Cline	Decca
Where Are You	Dinah Washington	Roulette
Where Have All The Flowers Gone	Kingston Trio	Capitol
Will Your Lawyer Talk To God	Kitty Wells	Decca
Worried Mind	Ray Anthony	Capitol
Young World	Rick Nelson	Imperial

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Sesac On The Move In European And World Markets....

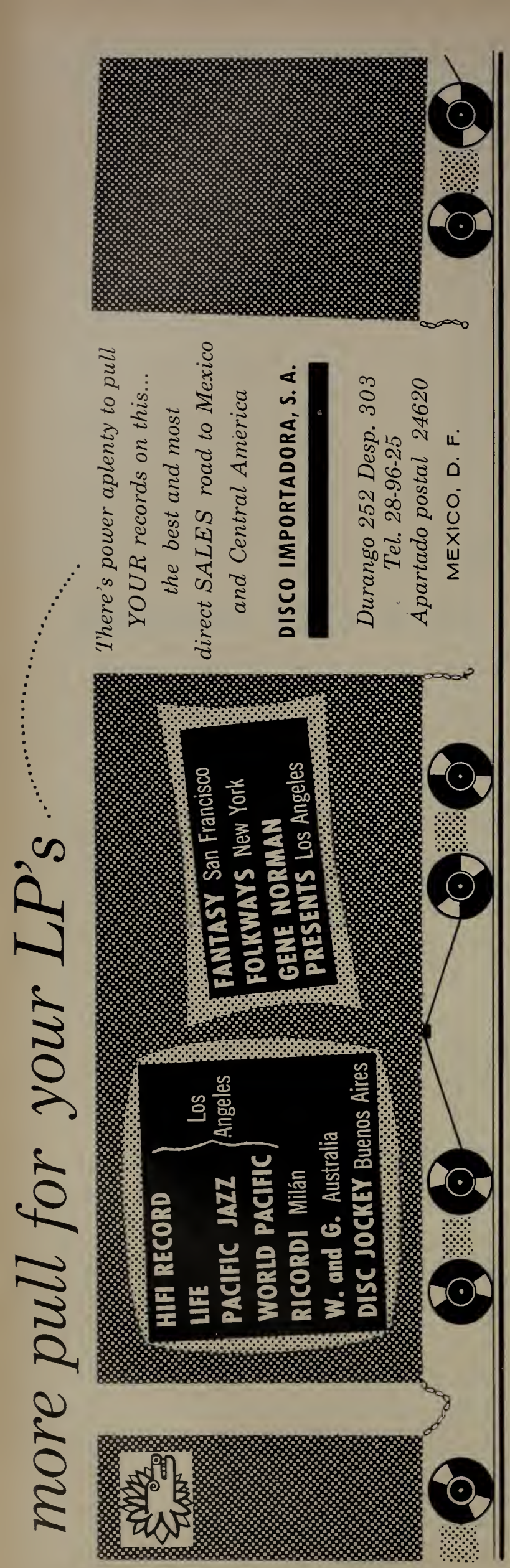
The intensive move by SESAC INC. —one of the oldest music licensing organizations in America—to promote its vast copyrighted repertory abroad was further advanced this Summer when SESAC representatives completed personal tours of the European continent visiting many publishers and performing rights societies recently signed to represent SESAC.

Activity in world-wide promotion and representation of the SESAC catalog has been concluded with many of the major performing and mechanical rights societies overseas. Already signed and representing SESAC's performing rights are: AKM (Austria), BUMA (the Netherlands), CAPAC (Canada), PRS (Great Britain), SACEM (France), SACM (Mexico), SUISA (Switzerland), TONO (Norway), STIM Sweden), and KODA (Denmark). Representing both SESAC's performing and mechanical rights are: D. Davis & Co. Pty. Ltd. (Australia), GEMA (Germany), JASRAC (Japan), and SADAIC (Argentina), while MCPS in London and BIEM in Paris are handling SESAC's mechanical rights only. As this article goes to press agreements covering other territories are being concluded.

At the performing and mechanical rights societies, lengthy discussions were held with Dr. Eric Tarp of KODA, Copenhagen; Dr. F. K. Schiffmann, AKM, Vienna; Dr. Sven Wilson, STIM, Stockholm; H. F. Andrews of PRS, London; Miss M. D. Jarvis of MCPS, London; and Dr. Pecori and Dr. Alberto Gaiani of SIAE, Rome.

The SESAC representatives visited England, Italy, France, Sweden, Denmark and Austria, attending many noteworthy meetings and music conferences with the heads of the various performing rights organizations as well as the leading broadcasting operations such as Europe #1 in France, the B.B.C. in London, Sveriges Radio

(Continued on page 90)



Cash Box CANADA

Joey Frechette, lead singer with **The Beau Marks**, burned up the long distance wires the other eve, terribly excited over the fact that the group's current quality single is just about set for release in the U.S. The master has been leased to Laurie Records. However, some delay has developed at the Laurie end, and Quality in Toronto have subsequently had another good offer from Phillips for American distribution. According to Frechette, the American rights for "Tender Years" will go to Phillips if the Laurie people do not act soon to get the product on the American market. Meanwhile the group has been playing to S.R.O. crowds at the Brass Rail in London, Ontario. The Beau Marks hosted a spread for press and radio types in the Western Ontario City (7/28) to thank the scribes, deejays etc., for the excellent reception they—The Beau Marks—had received.

Lavern Baker opened at Joe Saxe's Gatineau Club near Hull, Quebec (7/27). **Gilles Aubin**, London Field Rep, was on the scene immediately with recent LP release by the thrush on the Atlantic label. Scoring some of her biggest record successes in the rock 'n roll, rhythm 'n blues field, Lavern pleasantly surprised the customers by wailing some top notch jazz performances, and belting out many of the pop standards in convincing fashion. She is featured on a new Atlantic set that spotlights the songs from "No Strings," along with **Chris Connor** and other Atlantic notables. The Atlantic set by Lavern that received most exposure on radio in the area during her P.A. was a set entitled "Saved," including some great readings on such standards as "Shake A Hand," "Wheel Of Fortune" and "Manana," all songs that the thrush included in her club act.

Good sources report that long time Montreal air personality, **Jerry Herbert**, with CFCF for several years is about to return from whence he came and take up new duties at Toronto's new fifty thousand watt, daytime, good music outlet, CHFI.

Another change in Canadian distributors noted recently as Tamla-Motown has exited the London family. Just who will pick up the currently hot American line is doubtful at the moment. Some sources believe the Compo Company may land the rights to Tamla-Motown products in Canada.

Amazing reaction to the Phillips single "Silver Threads And Golden Needles" occurring from coast to coast. "A year ago," says Quality's **Clyde McGregor** in Montreal, "this single would have been strictly a C&W record. Today it has broken wide open in the pop field in all markets in the country."

Wray Rutledge, Quality's man about albums, sent along a copy of the new Reo set by Winnipeg's **Ted Rivers**. The singer has a very ear-pleasing sound, and the songs contained in the new set seem packed with potential. The one factor that detracts from the overall presentation seems to be the fact that the background music at times drowns out the vocalist. If that one factor could be corrected the package will be a hot commercial item in short order.

Gilles Aubin about to take off on a cross country tour of London distribs, spent time with the Toronto area office, McKay Distributors, recently. Gilles reports that the Popeye craze is sweeping Toronto. The resulting sales of "Do The Popeye With The Markeys" are phenomenal. The twist has almost been forgotten in the Country's largest city as everybody does the "Popeye." Not only the record firms are cashing in on the craze. For example some of the leading clothes manufacturers, especially those that specialize in teen wear, are manufacturing the bell bottom trousers that are part and parcel of the Popeye fad by the car load lot. Gilles' trip will take him to Winnipeg, Calgary, Edmonton and Vancouver.

Apex recording stars **The Champs**, currently on top of the charts with "Limbo Rock" wound up an appearance at Toronto's Le Coq D'or, (7/28).

Boyd Clowater, spinner at Pembroke's CHOV, reports that **Billy Martin** and his group enjoyed a very successful stay at the Chez Charles in Demers Center, Quebec. The group smashed the house record at the Quebec night spot. The Martin group moved on to Toronto's Concord for a month's stay, opening (7/30).

Whitey Haines, Capitol's promotion boss, arranged for this reporter to see the Vic **Damone-Henny Youngman** show at Toronto's O'Keefe Center, (7/30). Whitey, in collaboration with **Ed Shaunessy**, manager of Toronto's Park Plaza, has just closed a deal that brings Capitol artist **Jackie Davis** to the Toronto Hotel's Plaza Room for an extended stay, opening (8/6). Although Davis' record activity is confined to playing the Hammond organ, his night club act will spotlight Jackie's singing talents as well.

Lakehead broadcaster, **Jack Thomson**, taking time out from his daily sports shows on CJLX to publish a bi-monthly sports sheet entitled, Sports World. Complete with excellent pictures and interesting editorial copy the publication makes entertaining and informative reading for fans.

Reg Ayres and **Peter Jackson**, Quality's Branch Manager and Winnipeg's popular deejay respectively, teamed up on a contest that proved to be a real success in the Western City recently. Deejay Peter asked his listeners this question: "Who will meet who, where, to do what?" Four of Reg's plug records supplied the clues for the contestants. Each one of the discs answered one phase of the deejay's question. Discs in question and the resulting answers were: "Speedy Gonzales" will meet "Ahab The Arab" behind "The Green Door" to twist to "Baby Elephant Walk." Two of Reg's men were rigged out as Speedy and Ahab and appeared on Jackson's TV Dance Party show to present the prizes to the winners.

The hot new single, "Come Outside" by Mike Sarne was assigned to Capitol Records of Canada for Canadian distribution. Capitol picked up the disc through their affiliation with E.M.I. in England. In the interim Quality records began to distribute the disc in this country through their affiliation with Cameo Records who had the rights in the U.S. Capitol's **Paul White** reports sales on the disc are soaring.

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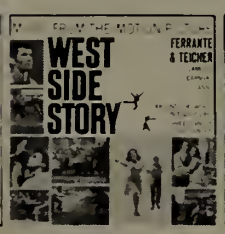
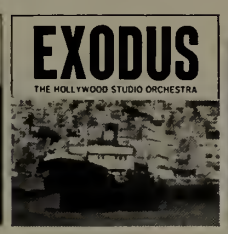


UAL 3166 UAS 6166

UAL 3210 UAS 6210

UAL 4095 UAS 5095



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GERMANY — Last 12 Months

The last 12 months has seen many basic changes in the record business in Germany. It was the year that saw the small label strengthen it's position and gain a foothold into the market and in the shops as the small producer and distributor released hot material and produced special product for the ever stronger box operators who were also able to buy the indie product somewhat cheaper than the major label competition.

It was a year that saw the LP gain a foothold in sales and the first LP's began to move over 100,000 pieces to rack up enough dollar volume to warrant more LP production. Following the development in American business, the major labels picked up the brunt of the LP business.

As far as future trends are concerned, the next 12 months predictions from this reporter forsee more and more small labels entering the market, an increase in the singles price thus pushing the LP up front, a huge increase in album sales and steady sales on singles, more million selling singles and less middle selling ones, more flops, more music exported than in the past, less imported hits, better distribution facilities for small labels, increased publicity, major foreign labels opening their own operation here, and minor ones joining together for the same goal, and increased dollar volume in the record business.

We won't be able to judge our predictions until next year, but for a summary of events of the past year, let's look at the German record scene as it appeared in Cash Box.

AUGUST 1961

The 19th directory issue of Cash Box reported that Bert Kaempfert became the first European to be picked by the American D.J.'s as the most "Up and Coming Orchestra" of the year. American Gus Backus won the Radio Luxemburg "Golden Lion" award as the most requested male record star. Peter Lach left Peer Music to take over the helm of the re-activated Capriccio publishing firm with headquarters in Hamburg. Ralf Arnie also opened his new publishing outfit in the same town. The Berlin Radio-Phono-TV Fair opened with every top artist from this country and many international artists represented. 2 hours of nationwide TV were broadcast from the fair daily helping the sales of records in the normally slow season. Freddy released his first LP of sailor's songs and became the first pop artist to sell 100,000 of one LP in Germany. Connie Stevens joined the ranks of American artists recording in the German language. Her A&R man is Werner Muller who also waxed an LP for her and inked a Warner Bros. contract for his orchestra.

SEPTEMBER

To open the fall season, Electrola Records presented Alfons Bauer with a silver "Dog" for 1 million sales on his folk records around the world. Heino "Calcutta" Gaze started his second international hit on the way via the Billy Vaughn waxing of "Berlin Melody." Hans Roth, top D.J. from Radio Frankfurt left his post to accept the production and A&R chief position at Ariola Records. Radio Luxemburg started a late D.J. show from midnight to 3 A.M. and Camillo Felgen of the German broadcasting department took over as P.D. for the only pop program in this part of the world so late at night. Radio Luxemburg also presented it's Pop Music Festival for new compositions where Caterina Valente walked away with all 3 top prizes. Ilse Werner celebrated her 20th year as a record star.

(Continued on page 80)

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GERMANY — Last 12 Months

(Continued from page 78)

OCTOBER

Vogue Records under the new name Deutsche Vogue moved their headquarters from Bremen to Frankfurt and celebrated it's first outing in the German top 10 with Hawe Schneider and The Spree City Stompers. "My Fair Lady" opened in Berlin in German and became the best visited musical to ever be presented in Germany. 2 LP's also were rushed out in German with the Original Cast Album and The German Original Cast album selling like hotcakes for Philips. Manufacturers evened out the price of mono and stereo LP's so that both would sell at the same price of 4.50 dollars. Bert Kaempfert turned out the first Twist record in Germany with Englishman Tony Sheridan.

NOVEMBER

Ariola Records took over the Reprise catalogue for Germany and announced that several of the artists with that label would be recorded in German by producer Nils Nobach. Singer-writer Udo Jurgens got a top hit in England with his Shirley Bassey recording of "Reach For The Stars." The Twist rage started in the press but the public never got the message on a grand scale, and it became just another dance in Germany. Only 3 Twist recordings made the top 10 in the last year.

DECEMBER

Bill Ramsey, American singer in Germany, took over a D.J. slot at Radio Luxemburg and announced that he will switch labels in July from Polydor to Electrola. Lale Anderson announced that her story "Lili Marlen" would be done in a Hollywood film and she will do the advisory work on it. Gerd Von Hassler left Radio Luxemburg and the German office of the station in Frankfurt closed. Bernhard Mikulski took over distribution of the Roulette line in Germany. Peter Schaeffers and Klaus Ogerman now living in New York formed a production firm together. Ralf Bendix returned from his engagement at the Las Vegas Flamingo Hotel to pick up his gold record for "Babysittin' Boogie."

JANUARY

Caterina Valente celebrated her 25th year in show business with a gala fete in Stuttgart including a nation wide radio show. Considering that Caterina is now only in her early thirties, that's some achievement. A young gal from Israel named Carmela Corren stormed the charts with her festival recording of "Eine Rose Aus Santa Monica." The International Music Instrument Fair took place in Frankfurt. German A&R men began to have difficulty getting American material as stars such as Helen Shapiro, Paul Anka, Connie Francis, Brian Hyland, Connie Stevens, James Darrin, Neil Sedaka and many others did German dates of their American hits. The "soft wave" sound hit Germany and the first million seller in this category was turned in by Gerhard Wendland with his "Dance With Me," a tango. The soft sound is still tops in Germany at present. Bert Kaempfert hit the U.S. charts with Afrikaan Beat, which he wrote. Electrola released a spoken word LP with former German president Theodore Heuss on his 78th birthday. Philips awarded a trip for two to Greece for the lucky buyer of the 500,000th copy of Nana Mouskouri's "White Rose Of Athens." A Berlin gal won the trip for her and her husband.

FEBRUARY

Cameo-Parkway records changed distribs from Electroda to Ariola in the middle of a hit and both firms racked up top sales with Chubby Checker's "The Twist" b/w "Let's Twist Again." Philips, who became

(Continued on page 82)

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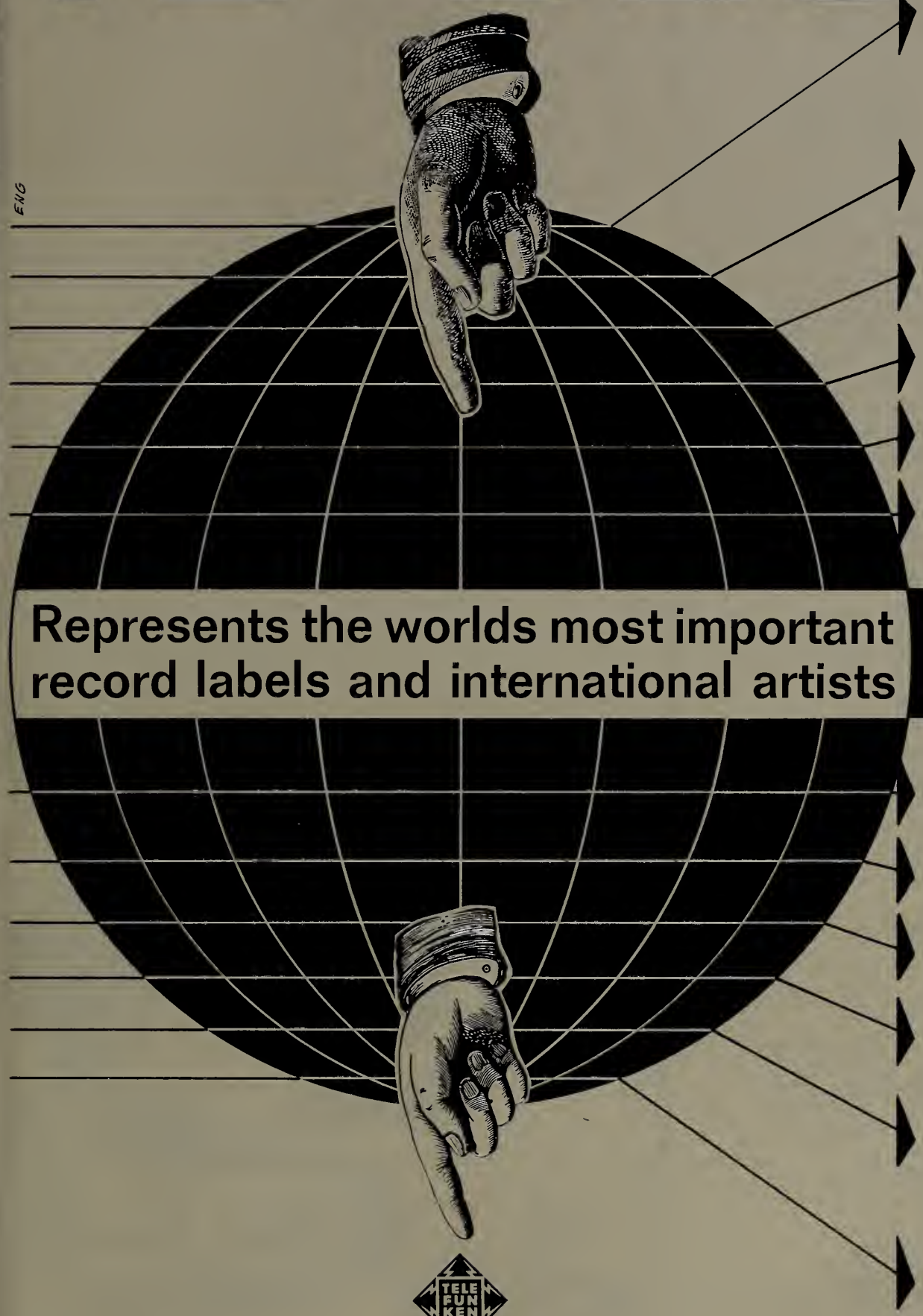

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GERMANY — Last 12 Months

(Continued from page 80)

the parent firm of "Mercury," picked up the line for distribution and moved fast on the Leroy Van Dyke recording of "Walk On By" which he also waxed in German. Sonet records started a special promotion campaign for Danish star Dario on the event of his first German recording. Ralf Bendix picked up the golden record for his "Baby-sitting Boogie" million seller at a press conference in Cologne. He was also awarded a golden diaper and nipple by Seith-Chappell music exec Harry Schultz-Bielefeldt. Two more foreign stars did their first German waxing. Sweden's Anita Lindbloom and France's Johnny Halliyday turned out platters for Philips. Les Chakachas returned to Germany to perform in Munich and push their "Twist-Twist" waxing which became a hit. Eartha Kitt came to Germany for a TV spectacular. The German Record Industry prime event took place in Baden-Baden with their Pop Music festival. First prize was won by Conny with her " 2 Kleine Italiener" which is still topping charts all over Europe and sold well over ½ million records here. In all, it was Germany's most successful festival as many of the end round songs entered the charts and well over a million singles were sold as a direct result of the TV exposure and publicity afforded the festival songs. Nana Mouskouri from Greece picked up a gold record for a million records sold of her first release, "White Roses From Athens" for Fontana Records, one of the Philips group. Manos "Never On Sunday" Hadjidakis wrote the song, and Peter Schaeffers published it. The award was made in Munich. Electrola A&R men Heinz Gietz and Gunter Ilgner traveled to Paris to record Gilbert Becaud, Jacquelin Boyer and Line Renaud in German.

MARCH

Paul Anka made his first trip to Germany along with manager Irvin Feld and A&R chief Bob Yorke where he waxed a German recording of "Love Me Warm And Tender" with Teldec A&R man Horst Fuchs. Paul also made press conferences in Hamburg and Frankfurt. RCA held an international meeting in Munich and Rome. Van Cliburn made a concert tour and press conferences in Germany. His Tschaikowsky Piano Concerto LP sold 100,000 in Germany. Paul Siegel's first Teldec production by the Oederland Orchestra was picked up for the states by Seeco Records and quickly made the N.Y. charts. Sales figures for Germany 1961 were released and although 750,-000 less singles were sold in 1961 than in 1960, EP sales increased by 50,000 and LP sales by 300,000 to make an overall increase in dollar volume for the year. In 1961 49.5 million records were sold in Germany. Import decreased by 250,000 pieces and export increased by 100,000. Karl Breuer of Sikorski Music made his first visit to the U.S. Paul Siegel celebrated his 3rd anniversary as a D.J. for Radio Berlin. Radio Luxemburg and the teen mag Bravo made their awards for the most popular recording artists. The radio Luxemburg contest was won by Freddy Quinn with the distaff honors going to Nana Mouskouri. Third place went to Peter Kraus. Bravo awarded their honors to Male singers Freddy Quinn, Gus Backus and Peter Kraus with females Connie Francis, Caterina Valente and Conny Froboess picking up awards as well. Ariola records recorded top sales with the first German waxing by Charles Aznovour and A&R man Helmut Jantsch of the firm tied the knot with a lovely Munich gal. The "Song For Europe" contest was held and Conny took 5th place with her "2 Kleine Italiener." Gerhard Wendland toured the U.S. and did his first American waxing under the A&R direction of Quincy Jones. Helen Shapiro visited Germany for her first German session for Electrola. Bert Kaempfert visited the U.S. and signed Brenda Lee for German recording dates.

(Continued on page 83)

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GERMANY — Last 12 Months

(Cont'd from page 82)

APRIL

Brenda Lee visited Army camps in Germany. Bernhard Mikulski sold his first master to Chancellor records. Laya Raki did the honors with the sexy song "Don't Kiss Me Now." Foreign artists showed a strong foothold in the German market with 23 songs making the top 10 by the end of April, 9 were recorded by German, Austrian or Swiss artists; 14 by foreign artists. 9 of the songs were foreign material and 14 songs were of German origin. Foreign artists recording in the German language include Paul Anka, Gene Pitney, James Darren, Neil Sedaka, Connie Stevens, Ella Fitzgerald, Mitch Miller, Earl Grant, Louis Armstrong, Elvis Presley, Jane Morgan, Connie Francis, Helen Shapiro, Cliff Richard, John Leyton, Jacqueline Boyer, Annie Cordy, Sacha Distel, Henri Salvador, Charles Aznavour, Gilbert Becaud, Marcel Amont, Bob Azzam, Jean Phillipp, Johnny Hallyday, Siw Malmkvist, Anita Lindbloom, Vivi Bach, Pirko Manola, Lill Babs, Gitte, Gunnar Winckler, Lou Neefs, Tony Sandler, Bobbyjaan, Nana Mouskouri, The Blue Diamonds, Mina, and many more. Ariola Records made a huge move when they signed the distribution chief of Electrola Records Rudolf Engleder as director of Ariola Records. Former director Lutz Welnitz left the firm to enter private production. Metronome records increased their retail single price from 1.00 to 1.12 dollars. Until this writing, no one has followed suit. Gerhard Wendland was awarded a gold record for a million copies sold of his tango "Dance With Me In The Morning." This was the second million seller award in as many months for Philips records and producer Ernst Verch. Siw Malmkvist's little sister Lil signed a contract with Ariola A&R man Nils Nobach.

MAY

Stan West the coordinator of European operations for CBS records visited Gutersloh for talks with Ariola records and Munich for talks with Cash Box. Walter Ruff left Schaeffers music to take on a top position with Will Meisel and his publishing firms. Publisher Rudi Von Dovenmuehle took on a new slot as Teldec A&R man. GEMA reported that royalties from records and films sunk 90 million marks in 1960 and 203 million marks in 1961. Helen Shapiro visited Germany for her first TV shots here.

JUNE

The warm season approached the German market and Philips took the lead with new waxings by Nana Mouskouri and Gerhard Wendland hot on the heels of their million sellers. Newcomer Mina from Italy lead the charts with her first German recording "Heisser Sand." Tommy Kent left Polydor Records to sign with Ariola producer Helmut Jantsch. Werner Muller visited Munich for Berlin week and featured Chet Baker with his orch. Perry Como had his first hit here in many a season with Caterina and August Seith, the publisher of the song announced that 5 German versions would be available. Philips started a special promotion for the Mercury PPS series. An LP to sell for under 2.50 dollars was released with examples of the PPS LP catalogue. Klaus Ogerman vacationed in Germany with his wife and Nat Shapiro of CBS also came here for talks. Elvis Presley took the only slot held down by an American song in the Radio Luxemburg hit parade with his "Good Luck Charm." Petula Clark visited Germany and waxed 5 songs in German for Deutsche Vogue.

Lale Anderson announced the recording of an LP of her top hits with commentary by the lass in English for

(Cont'd on page 84)

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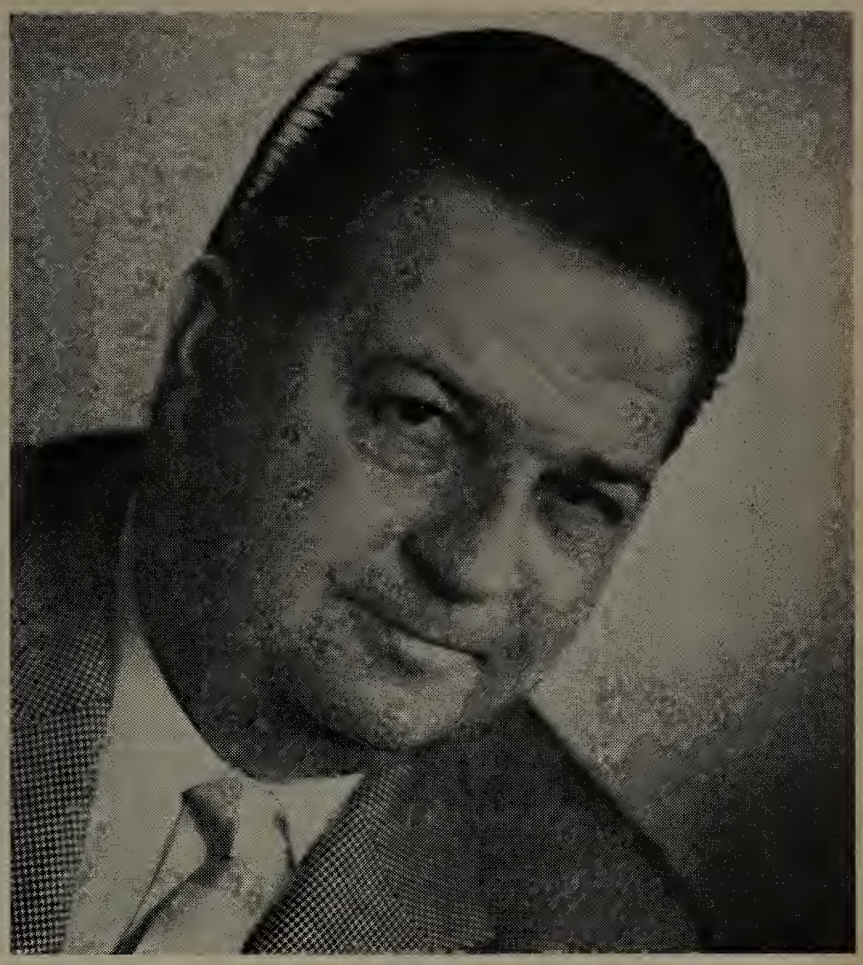

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(Continued on page 87)

GERMANY LAST 12 MONTHS

(Continued from page 83)

release on King Records. Mina came to Germany for press conferences with her producer Dave Matalon, who also announced that her new German record would be out soon. Her first waxing here passed the ½ million mark in sales. Peter Schaeffers celebrated the 10th anniversary of his Melody Film company with a gala party in Berlin for over 250 guests. The Berlin Film festival was held and top gossip linked starlet Christina Kaufmann with Tony Curtis.

Pop singer Rolf Peer of Ariola records died in an automobile accident. The deal between American Columbia and Ariola Records died. Rumors spoke of a merger between Deutsche Grammophon and Philips records stockwise.

That's the headline news of the past 12 months from Germany. Look to this market to provide more interesting developments in the world record picture. Cash Box will be on hand personally to cover every top event for you, our all important reader.

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GERMANY'S BEST SELLERS (TOP TEN TUNES) OF THE LAST 12 MONTHS

Title	Artist	Distributor
Wheels	Billy Vaughn	Teldec
Schoener Fremder Mann (Someone Elses Boy)	Connie Francis	D.G.G.
Babysitter Boogie (Babysittin' Boogie)	Ralf Bendix	Electrola
★Am Sonntag Will Mein Susser Mit Mir Segeln Geh'n	Old Merrytale Jazz Band	D.G.G.
★I Bin A Stiller Zecher	Gus Backus	D.G.G.
Hello Mary Lou	Ricky Nelson	Teldec
Corinna Corinna	Peter Beil	Philips
Weil Du Meine Grosse Liebe Bist (Santa Lucia)	Gerd Boettcher/Detlef Engel	Teldec
Wild In The Country	Elvis Presley	Teldec
★Zuckerpuppe (Sugar Doll)	Bill Ramsey	D.G.G.
★Der Sheriff von Arkansas	Caterina Valente	Teldec
La Paloma	Freddy	D.G.G.
★Weisse Rosen Aus Athen (White Roses from Athens)	Nana Mouskouri	Philips
★Der Mann Im Mond (The Man in the Moon)	Gus Backus	D.G.G.
★Irena	Rocco Granata	Electrola
★Berlin Melody	Billy Vaughn	Teldec
★So Leben Wir (Potpouri)	Der Flotte Franz	Ariola
Pepito	Los Machucambos	Teldec
★Warte Warte Nur Ein Weilchen	Hawe Schneider	Vogue
★Tanze Mit Mir In Den Morgen (Dance With Me)	Gerhard Wendland	Philips
Michael	The Highwaymen	D.G.G.
Oh Billy Billy Black (3rd Man Theme)	Gerd Boettcher/Detlef Engel	Teldec
★Kommt Ein Schiff Nach Amsterdam	Caterina Valente	Teldec
Mexico	Boh Moore	Teldec
★Hammerchen Polka	Chris Howland	Electrola
★Ich Mach Mir Nix	Caterina Valente	Teldec
★Schwarze Rose Rosemarie	Peter Kraus	D.G.G.
Ein Insel Fur Zwei	Connie Francis	D.G.G.
★Sweetheart Guitar	Jimmy Makulis	Ariola
★Sauerkraut Polka	Gus Backus	D.G.G.
★In Honolulu	Die Gassenhauer/3 Musketiere	Golden 12 nard Mikulski
★Elisaheth Serenade	Gunter Kallman	D.G.G.
Hawaii Tatoo	The Waikikis	Teldec
Striptease Susi	Ralf Bendix	Electrola
Mama Hol' Den Hammer (Mama Get The Hammer)	Ralf Bendix	Electrola
Geld Wie Heu (Johnny Will)	Gerd Boettcher	Teldec
Zwei Kleine Italiener (2 Little Italians)	Conny	Electrola
★Lili Marlene	Connie Francis	D.G.G.
★Eine Rose Aus Santa Monica	Carmela Corren	Ariola
Happy Jose	Jack Ross	Teldec
★Silvermoon	Peter Kraus	D.G.G.
★No Bier No Wein, No Schnaps	Gus Backus	D.G.G.
The Peppermint Twist	Caterina & Sylvio	Teldec
Let's Twist Again	Chubby Checker	Ariola/Electrola
★Alo Ahe	Freddy	D.G.G.
★Ich Schau Den Weissen Wolken Nach (I Look At The White Clouds)	Nana Mouskouri	Philips
★Einmal Weht Der Sudwind Wieder (The South Wind Will Blow Again)	Nana Mouskouri	Philips
★Heisser Sand (Hot Sand)	Mina	D.G.G.
Auf Wiedersehn Marlene	Bob Moore	Teldec
★Schau Mir Nochmal In Die Augen (Look Me In The Eyes Once Again)	Gerhard Wendland	Philips
★Schlaefst Du Schon? (Are You Asleep)	Gerhard Wendland	Philips
Blaues Boot Der Sehnsucht (Little Ship)	Blue Diamonds	Philips
Tu Mir Nicht Weh (Don't Break The Heart)	Connie Francis	D.G.G.
★Lady Sunshine And Mister Moon	Conny	Electrola
Caterina	Willy Hagara	Philips
Good Luck Charm	Elvis Presley	Teldec
Auf Meiner Ranch Bin Ich Koenig (El Rancho Grande)	Peter Hinnen	Ariola

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MILLION SELLERS IN GERMANY IN THE LAST 12 MONTHS

Wheels	Billy Vaughn	Francis Day & Hunter	Teldec
Babysitter Boogie	Ralf Bendix	Seith/Chappell	Electrola
Weisse Rosen Aus Athen	Nana Mouskouri	Schaeffers	Philips
Tanze Mit Mir In Den Morgen	Gerhard Wendland	Melodie Der Welt	Philips

GERMAN TUNES THAT ENTERED THE CASH BOX HOT 100 IN THE LAST 12 MONTHS

Now And Forever	Bert Kaempfert	August 5
Berlin Melody	Billy Vaughn	Sept. 16
Afrikaan Beat	Bert Kaempfert	Jan. 27
White Rose Of Athens	David Carroll	Feb. 24
That Happy Feeling	Bert Kaempfert	May 26
A Swingin' Safari	Billy Vaughn	July 14

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Auf Weidersehn	Billy Vaughn	Teldec
Blueberry Hill	Billy Vaughn	Teldec
My Happiness	Christa Williams/ Gittal Lind	Teldec
River Kwai March	Mitch Miller	Philips
Mack The Knife	Louis Armstrong	Philips
Tiger Rag	Louis Armstrong	Philips
In München Steht Ein Hofbräuhaus	Die Wikinger Blasorchester	Philips
Nimm Mich Mit, Kapitän	Will Höhne	Philips
Der Appenzeller Jodler	Franzl Lang	
Que Sera, Sera	Doris Day	Philips
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Ave Maria	Margot Guilleaume	Deutsche Grammophon
Ständchen	Ferry Taby	Deutsche Grammophon
Largo	Walter Günther	Deutsche Grammophon
Holzschutanz	Hans Carste	Deutsche Grammophon
Wenn Das Wasser Im Rhein Gold'ner Wein Wär	Willy Schneider	Deutsche Grammophon
Mann Musste Nochmal Zwanzig Sein	Willy Schneider	Deutsche Grammophon
Kaiser Walzer	Hermann Hagestedt	Deutsche Grammophon
Die Musik Kommt	Peter Alexander	Deutsche Grammophon
Charmaine	Mantovani	Teldec
Der Lachende Vagabund	Fred Bertelmann	Electrola
Lili Marlen	Lale Anderson	Electrola
In Einer Kleinen Konditorei	Paul Kuhn/Alice Babs	Electrola
Kauf Dir Einen Bunten Luftballon	Paul Kuhn	Electrola
Es War Einmal Ein Musikus	Alice Babs/Paul Kuhn/ Erik Neumann/Swend Assmusen	Electrola
Träumen Von Der Südsee	Will Brandes/Hans Lucas	Electrola
Vaya Con Dios	Les Paul/Mary Ford	Electrola
Reite Kleiner Reiter	Die Vagabunden	Electrola

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Cash Box GERMANY

With the summer season still in full swing, the strongest collection of singles that has ever been issued in this usually weak season has been released by the record firms here. Although no novelty such as "Ahab The Arab" in America has come on the market to bring buyers into the shops, the industry has answered by shooting their strongest guns and issuing strong records by artists usually reserved for better selling periods. Electrola opened the competition by releasing a new platter from **Conny** who was still riding on the wave of her hit "2 Kleine Italiener" which passed the ½ million mark months ago. Her new waxing, "Lady Sunshine & Mr. Moon" passed the 100,000 mark in a very short time after release. Polydor answered the competition with new waxings by top selling stars such as **Gus Backus** and **Connie Francis**, and Teldec rushed out a new platter by **Gerd Boettcher**, their strongest teenager and a strong waxing by **Caterina Valente** of two top American hits sung in German, "Roses Are Red" and "Johnny Get Angry." The firm also has the new **Billy Vaughn** recording of "Swinging Safari" which is selling here like hotcakes. The song was written by Germany's world star **Bert Kaempfert**. Philips is riding high with **Gerhard Wendland** and **Nana Mouskouri** who failed to cool off after each had a million seller on their last release. Although many of the names listed above are unknown internationally, they all mean top sales in Germany.

Ariola has also not been sleeping, and their recording of "El Rancho Grande" by **Peter Hinnen** can also be listed as a top summer seller. It's a fine summer sales wise and should open the door for a great fall and winter sales season.

Philips started pushing their new Interdisc jazz program by issuing 70 LP's of top material from Riverside, GTJ, Contemporary, Pacific Jazz, and Jazzland.

Electrola records has had many changes in their distribution set-up. As reported a few weeks ago in Cash Box, **Wilfried Jung** from Frankfurt has taken over the distribution chief's job in Cologne. A board of distributors has also been formed to advise the new chief and help fulfill this important position. The committee of 4 will be headed by the oldest regional distrib chief of the firm **Hans Breunig** from Munich. The former distribution assistant **Heinz Villmann** has also been promoted to first position under Mr. Jung. New regional distribution chiefs include the former Berlin chief **Werner Wewiasinski** who will now take over the Frankfurt bureau, Rolf **Nietsche** who is now in charge of Berlin, and **Wolfgang Zimmerhansl** who is now in charge of the Mannheim area.

Electrola which belongs to the world wide EMI group will also play a more important part in the classical international catalog of the label. The new "International Classical Repertoire Committee" for the firm has announced that Germany will deliver 3 complete operas, 2 large choir works and many other recordings. The new head of the German department for Electrola is **Sigfrid Hoffman.** In addition the production is being enlarged, and for this purpose, a new classical A&R team has been started in Munich with new equipment and studios there as an addition to the Berlin set-up for the firm. **Hans Ritter** who for years has produced for D.G.G. is joining the Electrola team as head of the artist production in the classical sector and **Fritz Ganss** is leaving the firm. The production head of the classical department remains under the leadership of Director **Max Ittenbach** in Cologne.

The summer classical season in Germany and Austria began late in July with the Bayreuth Festival of Wagner operas and followed with the Salzburg, Austria festival of operas and concerts with the works of Salzburg born Wolfgang Mozart featured. Both festivals were, as usual, sold out.

Polydor reports top action on new summer releases of "Speedy Gonzales" done in German by **Lou Van Burg**, "I Can't Stop Loving You" in German by **Ivo Robic** and U.S. discings of **Brenda Lee's** "Heart In Hand" and **Sue Lyon's** "Lolita Ya Ya" with the film running now in Germany to help sales along.

Heino "Calcutta" **Gaze** writes that Warner Bros. Records have recorded a new "Calcutta" LP with **Raoul Meynard** and that he's got two new songs entering the hit parade sweepstakes in the U.S. within the next few weeks.

Metronome Records is cashing in on the Italian vacation goers by releasing the top selling "St. Tropez Twist" by **Peppino Di Capri** in Italy. The record was tested in Munich radio and won 1st place 3 times in row.

That's it for this week in Germany.

Germany's Best Sellers

1. *Ich Schau Den Weissen Walken Nach/Einmal Weht Der Suedwind Weider (I Look At The White Clouds/The Southwind Will Blow Again—Nana Mouskouri—Fontana—Schaeffers
2. *Lady Sunshine And Mister Moon—Conny—Columbia—Gerig
3. *Schau Mir Nochmal In Die Augen/Schlaefst Du Schon? (Look Into My Eyes Once Again/Are You Asleep?)—Gerhard Wendland—Philips—Melodie Der Welt
4. *Heisser Sand (Hot Sand)—Mina—Polydor—Gerig
5. Auf Meiner Ranch Bin Ich Koenig (El Rancho Grande)—Peter Hinnen—Ariola—Ralph Maria Siegel
6. Tu Mir Nicht Weh (Don't Break The Heart)/Paradiso—Connie Francis—MGM—Gerig/Schneider
7. Caterina—Perry Como/Willy Hagara—RCA/Philips—Seith/Chappell
8. Auf Weidersehn Marlene—Bob Moore—London—Ralph Maria Siegel
9. Quando, Quando, Quando—Caterina & Sylvio/Tony Renis—Decca/Electrola—Rolf Budde
10. Geh Nicht Vorbei (Walk On By)—Rex Gildo—Electrola—Francis Day & Hunter

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Cash Box AUSTRALIA

Young local star **Jay Justin** has been on the road doing some fine promotion in connection with his new HMV label single, which has "Little Miss Tease" as the "A" side coupled with "Tomorrow Is Too Late."

All Australians are very pleased to see that "our" lad **Frank Ifield** is doing such knockout business in England with his single revival of "I Remember You." If such success continues it could be years before we see Frank back in Australia, but we all wish Frank Ifield loads of luck for the future.

Viking Records—which recently picked up the Australian rights to the Canadian-American catalog—just issued an album entitled "Hawaii" by Santo & Johnny.

Duane Eddy is getting good air action with his recent RCA single of "The Ballad Of Paladin." It's been quite a while since the famous twangy guitarist has had a big hit on our local charts but he could break the drought with the "Paladin" side.

Col Joye has a new Festival single which is generally believed to be one of the best quality disks ever produced here: "A" side is "Sweet Dreams Of You" composed by Don Gibson, who also wrote "I Can't Stop Loving You." On this new release Col Joye is backed by **The Joy Boys** with strings and chorus. This disk is getting a fantastic amount of radio exposure and should make its presence felt on local sales charts. Col will soon be setting out to do a long personal appearance tour of Queensland, his co-star on the show will be **Frankie Davidson.**

Festival Records collected the local licensing rights to "Hawaii Tattoo" by **The Waikikis,** which has been a strong hit in Europe and could well get off the ground in this territory.

New local singing discovery **Jerry Wilder** has made his disk debut for Festival Records with his own composition "Teresa Bella." Jerry has been extensively featured on national television sessions and is being solidly tipped for stardom.

English artists are again represented in our list of best sellers this week with **Cliff Richards** still at the head of affairs with his rocking revival of "Do You Want To Dance." An Englishman makes his chart debut in this issue in the person of **Mike Sarne** with his popular novelty piece "Come Outside."

EMI has made a rush release of three prominent American albums; they are "The Stripper And Other Fun Songs For The Family" by **David Rose**; "All Hits" by **Bobby Rydell** and "**Bobby Vee Meets The Crickets.**" **Ken East,** record sales boss of EMI, is confident of best results with each of these packages and initial reaction indicates that his confidence is well placed.

W & G Records issued "Orange Blossom Special" by **The Spotnicks,** which has enjoyed success in Europe. W & G picked up the local rights from Oriole Records of England, which reports good sales. W & G also planning a new single release by **Frankie Davidson** which carries two of Frankie's own compositions.

A couple of weeks ago this column reported that disk-jockey **Barry Ferber** had joined the staff of Station 3DB in Melbourne as the station's number one jock. 3DB introduced Barry in a blaze of television, radio and press publicity such as has not been seen in a long while in relation to a disk-jockey.

Revue Australia (an offshoot of the huge American firm) will soon be launching it's replacement program for "Revue '62," which has now folded. New series, said to be devoted to Australian talent and its development, will be produced by **Gil Rodin.** Strongly tipped as compere of the new series is **John Laws,** one of Australia's most prominent disk-jockeys. John is with Station 2GB in Sydney.

Australia's Best Sellers

1. **Do You Want To Dance** (Cliff Richard—Columbia) Robert Mellin
2. **Wolverton Mountain** (Claude King—Columbia/*Kevin Shegog—W & G) Wallaby Music
3. ***Southern 'Rora** (Joy Boys—Festival) Col Joye Music
4. **Roses Are Red** (Bobby Vinton—Coronet) Leeds Music
5. **West Of The Wall** (Toni Fisher—London) Belinda Music
6. **The Man Who Shot Liberty Valance** (Gene Pitney—U/A) Chappell & Co.
7. **Speedy Gonzales** (Pat Boone—London)
8. ***Have You Ever Been To See King's Cross** (Frankie Davidson—W & G) Woomera Music
9. ***I've Been Everywhere** (Lucky Starr—Festival) Johnny Devlin Music
10. **Come Outside** (Mike Sarne—Parlophone) Southern Music

*Locally Produced Record.

SESAC

(Continued from page 75)

in Sweden, Danmarks Radio in Denmark and R.A.I. in Italy.

At each of the broadcast facilities, SESAC RECORDING LP's, "repertory recordings" and assorted commercial label LP's and singles were auditioned. As a result, orders for SESAC RECORDINGS have already begun to arrive in New York and shipment was recently made to Danmarks Radio in Copenhagen for a sizable number of disks. Negotiations are also under way with the B.B.C. in London for a substantial LP shipment.

Taking an active part in overseas promotion, SESAC, on behalf of its publisher-affiliates, negotiates and makes direct agreements with sub-publishers all over the world to afford even greater exposure of the SESAC copyrighted repertory. Included on SESAC's current list of sub-publishers are such well-known music houses as Cromwell Music, Ltd., of London; Edition Rialto Hans Grieg K.G., Koeln, Germany; Editions Musicales Charles Bens, Brussels, Belgium; Edizioni Curci, Milan, Italy; Carl Gehrmans Musikforlag, Stockholm, Sweden; Goodman-Basart Musiek N.V., Amsterdam, Holland; Melody Music Pty. Ltd., South Africa; Shinko Music Publishing Co., Tokyo, Japan, and Woomera Music Pty., Ltd., Melbourne, Australia.

In addition to sub-publishers, many of the leading international recording artists are turning to SESAC as a source of new material for their various recording activities. Recent months have found top-selling singles by such well-known artists as Lolita and Margot Eskens, both on the Polydor label in Germany; Kevin Shegog on the W. & G. label in Australia; Harry Felbert, Sonet label, Sweden: the Alvin Roy Jazz Band on England's Decca label; and Ferruccio Tagliavini on RCA-Italiana, among others. Tapes of SESAC RECORDINGS LP's are also being made available to commercial recording companies the world over.

SESAC music is well known on the European continent and on the international scene. SESAC RECORDINGS LP's have long been a favorite at radio facilities all over the world and the current list of subscribers includes such areas as Trinidad, Venezuela, South Africa, the Philippines, Aruba, Peru, Singapore, Guam, Australia, Hong Kong, Copenhagen, Puerto Rico, Canada, etc. The United Nations, too, is a subscriber to the SESAC LP service and utilizes this recorded material in many of its daily broadcasts heard round-the-globe.

The heavy emphasis being placed on the promotion of the SESAC repertory in Europe and foreign markets everywhere is part of SESAC's continual program of expansion. For many years, SESAC has represented an important segment of foreign music including the rights of the entire Polish repertory, a broad segment of Israeli music and many outstanding continental publishing houses. In its international growth, catalogs of all its affiliated publishers will be given added exposure and impetus as well as world-wide representation wherever music is performed and heard.

SESAC's home office, in the Coliseum Tower, 10 Columbus Circle, is in one of Manhattan's most modern buildings located in the heart of the capitol of the music world, New York's Lincoln Center for the Performing Arts. SESAC extends a cordial invitation to its many friends to visit its offices and to meet its staff.

Cash Box ENGLAND

Frankie Vaughan, firmly established as a top cabaret artist in America via seasons at The Dunes Hotel, Las Vegas and The Copacabana, New York, this week opened his first major British date at Bernard Delfont's "Talk Of The Town." Philips A&R manager **Johnny Franz** plans to record the act 'live' for release in L.P. form later this year. Frankie's autumn plans include a tour of one-nighters, all proceeds of which will be devoted to the National Association of Boys Clubs. He also hopes to pay a flying visit to the States before starting rehearsals for his starring role in this year's London Palladium pantomime.

Scots singer **Andy Stewart** is still hoping to portray Sir Harry Lauder in a film of the singer's life. Shooting will start as soon as the Lauder family give the okay. Meanwhile Andy has a new British release on HMV "The Lads O' Bonnie Scotland" and in America Capitol has just released "Take Me Back." Visits to America, Canada, Australia and New Zealand are planned for 1963.

Negotiations are under way for **Mr. Acker Bilk** to visit New Zealand early next year. Brother and manager **David Bilk** also hopes to fix personal appearances in the United States where the jazzman's "Stranger On The Shore" descending from the No. 1 slot is about to pass his latest single release "Above The Stars" on its way up.

EMI A&R manager **Wally Ridley** has just completed a third "Black And White Minstrel Show" for October release. The first of this L.P. series issued in November 1960 entered the charts six weeks after release and has remained there ever since. It is likely that the disk will get Stateside release in the near future by ABC Paramount. The run of the stage show starring **The George Mitchell Singers** now at London's Victoria Palace has been extended until February 1963.

Connie Francis, absent from the British charts for quite some time, looks like she's making a come-back with her latest MGM release "Vacation." The British group, **The Springfields,** who have just entered the American Top 100 with "Silver Threads And Golden Needles" on Philips have a new release "Swahili Papa"—a folksy type number written by **Tom Springfield.** Another group on the Philips label with a new release, **The Polka Dots,** with "Yesterday" backed with "The Moment I Saw You There"—a couple of continental numbers with lyrics by **Mike Hawker.**

A classical bargain on the Philips label this week. Two low-priced L.P.'s of Verdi's "Requiem Mass." Russian soprana **Galina Vishnevskaya** is the leading soloist with the Moscow Philharmonic Orchestra conducted by **Igor Markevitch.**

RCA European Records' sales manager, **Arnold Klein,** flew to Milan recently to act as escort to the label's star **Neil Sedaka** on his tour of Northern Italy.

Comedian-balladeer **Ken Dodd,** formerly with Decca, makes his debut with EMI on the Columbia label this week with "Come To Me." Like his first major hit "Love Is Like A Violin" the number is published by KPM.

Cyril Gee of Mills Music reports strong reaction to "Only Seventeen" by **Barry Barnett** on HMV.

During the past year July 1961-June 1962 the average amount of U.S. material included in BBC television programs was 16.98% July-September; 12.84% October-December; 13.62% January-March; and 12.28% April-June.

Stephen Stewart, Director General of the I.F.P.I. in London just back from Italy reports satisfactory progress in his efforts to negotiate a separate contract with a group of independent Italian publishers—non-members of BIEM (Sedrim in Italy). Among the companies involved are Southern Music, which has offices in most European territories, several young Italian publishers headed by C. A. Rossi and several English-based publishers. It is hoped that a contract will be finalized by September.

Latest recipient of a Silver Disk for British sales exceeding a quarter million sales is **Ray Charles** for his Anglo-American chart topper "I Can't Stop Loving You." A million seller in the States the disk has now sold well over 300,000 here.

While extending our grateful thanks to the British manufacturers, publishers, artists and all who have contributed to this Anniversary-Directory issue we would like to offer our own Top 20 Anniversary Congratulations:

1. To **Cliff Richard**—No. 1 Male Singer and Show Business Personality Of The Year.
2. To **Helen Shapiro** for fulfilling expectations.
3. To **Decca** for introducing Phase 4.
4. To all those concerned with the success of **Frank Sinatra's** charity concerts.
5. To the organizers of the **G.R.R.A. 1962 Conference.**
6. To **Louis Benjamin,** appointed General Manager of Pye Records.
7. To **Kenny Ball** for blazing the trad jazz trail.
8. To **Mr. Acker Bilk** for making "Stranger On The Shore" a transatlantic chart topper.
9. To **Denis Preston** of Record Supervision for recording it.
10. To the **BBC** for 25 years of television.
11. To **Robert Farnon,** chosen to M.D. Frank Sinatra's first British session.
12. To **ABC-TV Producer Philip Jones** for "Thank Your Lucky Stars."
13. To **Val Parnell** for "Sunday Night At The London Palladium."
14. To **L. G. Wood,** Managing Director of EMI Records, appointed Divisional Director EMI Ltd.
15. To **"The Young Ones"** for setting a new standard for British film musicals.
16. To **Philips Records** for successfully launching the CBS label.
17. To **Frank Ifield** for boosting summer sales with "I Remember You" (Columbia).
18. To **Mike Sarne** for topping the charts with his debut disk "Come Outside" (Parlophone).
19. To **Wally Ridley,** EMI A&R Manager for "The Black & White Minstrel Show" L.P.'s.
20. To **Leomark Ltd.** for their New English Bible-New Testament spoken word recordings.

SCANDINAVIA

DENMARK

Kurt Hviid-Mikkelsen of Skandinavisk Grammophon A/S (EMI in Denmark) told Cash Box that "Lili Marlene" with Connie Francis singing in German is doing very well in Denmark at the moment. The EMI company trying hard to get Miss Francis to Denmark for pa's and TV shows in the near future. Bobby Rydell is coming to Denmark for a TV show in September, Mikkelsen said. Bobby Vee is doing very well after a TV program about the European Common Market, in which was seen a small part from the commercial radio station at Luxembourg. In this part, Vee was introduced and one of his records was played, and according to Mikkelsen, the sale in Denmark raised immediately.

Albert Kleinert of Imudico A/S told Cash Box that Lionel Bart's "Fing's Ain't What They Used To Be," now presented at the Aveny Theatre, is a hit. The translation into Danish has been done by Preben Kaas, and Imudico is the publisher. Imudico is also doing very well with the folio of Harry Belafonte songs, including, among others, "There's A Hole In The Bucket," which has been on the charts in a local recording. Kleinert was also very happy about the film "South Pacific," opening program at the new cinema Tre Falke in Copenhagen three years ago, and still a top runner at the same cinema. Imudico has released a folio of the songs from the musical.

Per Sörensen, head of publicity at Dansk Grammofonpladeforlag, very happy about the new group The Rookies. Their debut record with "My Blues Heaven" and "La Paloma" for Sonet in Denmark, seems to be a world-wide success. ABC-Paramount will release the record in North and South America, Sörensen said. Danish TV will present The Rookies in their own show in September.

Summer sales in Denmark this year seem to be better than other years, it was noted at many record companies in Copenhagen, when your Cash Box reporter visited them the other week.

Radio Merkur, the commercial Danish radio station operating from outside the territorial water, is closing after more than three years of successful operation. The ship has been sold to a concern of German and Swiss businessmen, who are planning to continue the operation as a commercial radio station. According to Danish law, no Dane living in Denmark can act as disk jockey, but if a Dane, who has emigrated and lives outside Denmark is doing so, there is nothing the Danish law can do about it. No Danish sponsors can use the station, but great international organizations and companies, as General Motors, Gillete, Shell, etc. are expected to be the new sponsors of the station. Record companies in Denmark have already been contacted by the new owners of the station, who want to continue the cooperation started by Radio Merkur.

Recorded music on tapes, mainly LP's on tapes, are sold by Danish EMI at the same prices as LP records, Cash Box was told. Those tapes used to be much more expensive, but after the reduction in the prices, the sale of tapes is expected to rise.

There will be a Scandinavian EMI meeting in Copenhagen Aug. 16 and 17, with among others Anders Holmstedt and Ivan Nordström from Stockholm and Rolf Syversen from Oslo as guests. On Aug. 28, Sir Joseph Lockwood is coming to Copenhagen on his European trip.

Elith Henriksen, general manager of Hede Nielsen's Fabrikker (RCA and Warner Bros.) told Cash Box that the firm has just released "Al Di La" with Emilio Pericoli and "Johnny Get Angry" with Joanie Sommers on WB, both records looking like good sellers in Denmark. On RCA the most recent releases include "Breaking Up Is Hard To Do" with Neil Sedaka, "The Ballad Of Paladin" with Duane Eddy and "La Bomba" with The Tokens.

NORWAY

"I'm Looking Out The Window" is being published in Norway by Musikk-Huset A/S, reports Arne Damsgard, publicity head at Musikk-Huset. The record with Cliff Richard is doing very well in Norway at the moment; this week its sixth on the charts.

Ariola recording artists Jan and Kjeld from Denmark have been booked for their first pa's in Norway, where they have been contracted to a Fair at Bodö, north of the Arctic Circle.

The Key Brothers, popular Triola recording artists, have been contracted for a tour in Sweden in the beginning of August. The teenage orchestra The Quivers will also be touring Sweden. The latter is planning an LP for release in the United States, reports Egil Monn Iversen A/S in Oslo.

SWEDEN

When Franklin Boyd of Aberbach (London) Ltd. visited Stockholm in the middle of July it was to investigate the possibilities of contracting Swedish record artists for musical film to be produced by Columbia Pictures in England this autumn, Ake Gerhard-Larsson of Belinda (Scandinavia) AB told Cash Box. "We had some successful discussions with Siv Malmquist (Metronome), Gunnar Wiklund (Pep), Little Gerhard (Karusell), Norwegian singer Jan Höiland (Columbia and Finland's Laila Kinnunen (Scandia). No contracts have been written so far, but it would be very surprising if those mentioned did not appear in the film," Gerhard-Larson said.

Ake Gerhard-Larsson and Belinda (Scandinavia) AB are also very busy arranging the Northern Twist Championship, taking place at the Gröna Lund-Tivoli, the outdoor amusement park in Stockholm, on August 12. There are local twist competitions taking place all over Sweden at the moment, and the winners will represent Sweden. Danish daily paper Berlingske Tidene in Copenhagen will choose the Danish competitors and send them to Stockholm. In Norway, Kjell Karlsen of Viking Music has promised to find the Norwegian twist dancers for the competition.

Felix Stahl of Stockholms Musikproduktion reports that he has started a new publishing house, Modern Music AB. Stahl left for Hamburg and Berlin for biz talks with German composers.

Bernt Baune of Gehrmans told Cash Box that they are now rushing out the sheet music of "Roses Are Red," now on the top of the Cash Box charts in the U.S. "Johnny Get Angry," another song riding high on the Cash Box charts, is also published by Gehrmans in Sweden, Baune said. So is "But Not For Me" and "Baby Elephant Walk."

New sheet music from Stockholms Musikproduktion includes "Min Ballong" (Toy Balloons) and "Lycklig Och Kär" (Misty).

Skandinavisk Grammophon AB (EMI in Sweden) has rushed out "Gimme A Little Kiss"/"Be Patient With Me" with Michael Landon on Columbia, as Landon is now touring Sweden. He is also very popular as Little Joe in the "Bonanza" TV serial. The tour of Mike Landon has been a success, but, unfortunately, it has created a war between Stockholm's two evening papers, a war which by now has turned out to become a political question. When arriving in Sweden together with Bobby Miles, Expressen asked him to write a daily column during his tour. Landon agreed. Aftonbladet, the other evening paper, immediately asked Miles to write a column for them, but he refused, pointing out that he did not consider it fair. According to Landon's column the other day, the representative for Aftonbladet told him that "if you refuse we will see that you get the worst press you have ever seen." The paper evidently kept its word, and, owned by the Labor Organization in Sweden, which in few words is the same as being owned by the Social Democratic Party (any worker in Sweden has to be a member of the LO, and membership in LO automatically means membership in the Social Democratic Party, whether they like it or not). Aftonbladet has plenty of power. The Mike Landon-Bobby Miles act includes a wild west fight, and Aftonbladet has now raised the question of whether showing teenagers how their idols fight and use knifes and guns is a good example for the kids. The other day, the police had to arrange the transport of Mike Landon and Co. between the two spots where they were appearing (as there is a general 54 miles an hour limit all over Sweden during July, police cars excepted), and Aftonbladet immediately asked the government to investigate if the busy police in Sweden have any duty to help performers get richer by doing such jobs. A small accident, in which one of the wheels of Mike Landon's car touched the toes of a teenage girl, resulted in a question in Aftonbladet to the Swedish immigration people if it was not time to deport Landon, as his stay in Sweden, the paper declares means putting the lives of Swedish citizens in danger, However, the tour continues and the distasteful war between the papers, too.

Putte Wickman and His Orchestra, recording for Joker-Karusell, will open in Moscow on Sept. 17, it is reported. They are members of a Swedish troup of artists, including soloists from Royal Opera in Stockholm and others, making a one month tour in the USSR.

JAPAN

On July 20, Columbia released its initial "film record" products on the local market here marking the firm's entrance into a "new" business field. First outing covered two albums (edited to a few paged folio with some 6 to 8 tunes); "Chiyochan-no" Album (Album by Chiyoko Shimakura) and "Hideo Murata's Smashes." Each album contained the artists' best-sold tunes, "Konoyo-no Hana" (by Shimakura) and "Ohsho" (by Murata) priced at Y380 ($1.06) respectively. Columbia, by the way, is the 3rd diskery in this business since Toshiba and Victor.

Vet songstress Yoshiko Ishii, was married to the news-reporter Michio Doi recently. Ishii, exclusively with King Records for years, is also managing her own talent buying office in Tokyo.

Songstress Teruko Akatsuki, 41, died last week (20) of heart failure at her home in Tokyo. Her early post-war era's smashes included "Tokyo Shoeshine Boy," and "Minesota-no Tamago Uri" (Egg Vender In Minnesota)" among many others on Victor with which she'd been exclusively pacted until today (since 1958).

Columbia this month is pushing the current coast-to-coast top selling version, "Roses Are Red" b/w "You And I" by Bobby Vinton as a possible chart rider here in Japan .The firm is also preparing for local disk with singer Yasushi Suzuki a little later.

Victor will release the following tunes Sept. 5 as its regular "top" series singles rosters. They are "Hitoribotchi-no Uta (I'm Alone)" by Frank Nagai, "Hoshi Akari (Star's Shinin')" by Akira Matsushima, "Muteki-no Machi-yo Sayonara (Leavin' The Foggy Port)" by Koichi Miura, "Yunomachi Koi-Akari (Town Light)" by Tokiko Kagurazaka, "Tokyo Flamenco" by Mari Shimada, "Mura-no Chiisana Eki (At A Station In A Village)" by Hiroshi Wada & Mahina Stars featuring Yukiko Tama, "Tasogare-no Warutsu (The Twilight Waltz)," "Shigure-no Yado" by Chirika Taki and "Itako Mujoh" by Shiro Sone.

Tao Ongaku-sha, prexy Sansaku Megoro, last week circulated a notice announcing that the firm has secured all sub-publishing rights on catalogs of E. B. Marks and would start working immediately as its repertoire's exploiter in this territory.

Nitchiku Industrial Co., Ltd., of which substantial merger into Columbia's Record Division a few weeks ago (see: July 21, 1962-issue) will have Hiroshi Terajima as the firm's new representative starting Aug. 1 to succeed Hisao Adachi who's leaving the music industry.

Composer Tetsuo Suzuki was signed by Teichiku Records exclusively to write tunes to be recorded.

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FRANCE — The Last 12 Months

Aside from the usual changes in personnel, contracts and artists, what have the 12 months just over had to offer of particular interest? One subject dominates all the rest, and that: the influence of the Common Market on the record industry within France and on French records in the Europe of the Common Market countries.

One such early effect is that prices seem to be leveling off within the countries involved as a result of lowered Customs duties. Such duties, which shall have entirely disappeared with the next three years, are already down to 12% from the 25% of not so long ago. This does not, however, in any way alter the domestic TVA French tax which is set at 33% of the wholesale price of records.

Meanwhile, the excellent exportation opportunities the Common Market is opening to France is especially noteworthy and thanks to this, French popular song will be able to enlarge its audience to include not only Belgium and Holland as in the past, but much of Switzerland as well.

Although the heavy taxes existing within France will oblige the French companies to be extremely cautious about establishing their export prices, because pressing costs in France are among the lowest in Europe, at least in so far as certain record categories are concerned. France is competitively very well situated. The popular low-priced releases will also find a very large outlet in these same Common Market territories.

The advent of the Common Market also partially explains the contracts passing back and forth between the large international firms. Such contracts will undoubtedly bring about a rational exploitation of the European record market, and when this occurs, despite Germany maybe continuing to hold on to its present top position for "heavy" music, French songs and popular melodies can nonetheless hope to carve out an excellent niche for themselves.

An even stronger position could be permitted France if the National French Financial authorities would agree to consider records as educational tools rather than as luxury items. Such a revision in identity would reduce taxes by half. But for the moment it still seems as though the government fears not recuperating on an export level the taxes thus lost on a domestic level and the tax situation therefore remains unchanged.

BIEM meanwhile continues to receive its usual 8%. This percentage, because included in the minimum royalty clause of every BIEM contract also prevents any real reduction from occuring in record price levels. Apparently, in England, the BIEM royalty is lower than that of the European countries. When establishing prices, England can therefore profit from this lower royalty rate.

To conclude this round-robin look at the French market over the past twelves months, it might be noted in passing that despite the signing of Johnny Hallyday by Phillips and the signing of Jacques Brel by Barclay having given rise to complicated law suits, the change to these companies by said artists continues to persist. Marcel Aumont has again signed with Polydor. Finally, it does not seem at the moment as though Columbia has as yet renewed with Phillips.

Cash Box FRANCE

Both Warner and Reprise record companies have given their representation over to Vogue.

Les Compagnons de la Chanson have signed with Polydor. A simple question of supply and demand, with no additional comment called for. A hard blow for Pathe, however—all along the line and any way you look at it.

A company which now seems to be breaking out of its shell is Festival. Already a label of considerable local interest, Festival is gaining in importance outside of the local circuit with the literary repertoires of Vec Verchuren, Marie Jose, J. P. Mauric, etc., and has now decided to also try its hand with foreign catalogs. Festival is therefore hiring new personnel specialized in this latter branch of activity, and none doubt but that the end result will be excellent.

Meanwhile, it can be said that Eddie Barclay has beyond any doubt created one of the best pop catalogs in France. To such a point that it is most difficult to see how Barclay can hope to improve further in this particular category. Mention must also be made of the principal position Pathe Marconi now holds in the song field, thanks to Richard Anthony, despite the departure of Les Compagnons de la Chanson and the temporary absence of Edith Piaf and the effect this will have on Pathe's pop catalog. . . . Phillips, with Johnny Hallyday, who has become Johnny "National," certainly holds the biggest star to appear during these last years. That Paris Match, the big weekly magazine dedicated its cover and a long inside article to Hallyday is in itself a good measure of Hallyday's standing, it being the Life magazine of France.

Very little news from Decca and RCA, where everything seems to be moving along smoothly, although their need to create a local repertoire of value is being felt. With such artists as the Machucambos, Sylvia Vartan, Alain Barriere, Jean Ferrat, and above all, Franckie Jordan, the elements required to meet this need are all present.

An artist deserving a special mention is Petula Clark, who left England to realize a magnificent career in France.

Nothing to say about Vega; but Odeon, after long specializing in a low priced series of releases, has just found a future star in Billy Bridge.

When all is said and done, the final balance sheet is fairly encouraging. While waiting for the storm which will surely follow the tensions accompanying the transfers of stars from one company to another, it may be said that give a little, take a little, the record industry seems to be enjoying good health and prosperity.

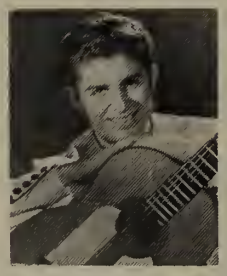
Odeon has undertaken on a special promotion campaign to launch thrush Barbara, who authors her own lyrics and composes her own songs. She has just mothered four new & original songs "Le Temps Du Lilas," "Le Verger En Lorraine," "Tu Ne Te Souviendras Pas," "Dis, Quand Reviendras-Tu?," waxed by Odeon for release in the fall to coincide with her appearance at the Bobino Music Hall. French publishers are eagerly watching for success of this young songstress for possible exclusive tie-ups for her songs.

American ace guitarist and arranger Mickey Baker is now definitely residing in Paris. He has recently signed up with Versailles and his first record is scheduled for release in the fall.

MARIE JOSE

MARIA CANDIDO

JEAN-PAUL MAURIC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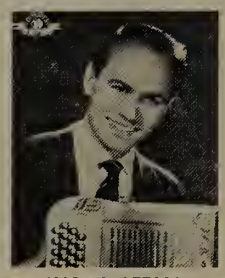
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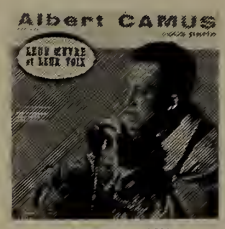

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76.572

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76.562

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76.547

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76.531

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44, Rue du Colisee, Paris

EDI MICRO
14, Rue Washington, Paris

ED PATHE-MARCONI
1, Rue Laffitte, Paris

ED JACQUES PLANTES
35, Boulevard Malesherbes, Paris

ED PHODANIA
4, Rue Juste Metivier, Paris

ED RICORDI
3, Rue Roquepine, Paris

EDITIONS SALABERT
22, Rue Chauchat, Paris

ED SEMI
5, Rue Lincoln, Paris

ED TROPICALES
28, Boulevard Poissonniere, Paris

ED TUTTI
46, Rue Laffitte, Paris

France's Best Sellers

1. Dans Un Jardin D'Amour—Gene Pitney—Jil et Jan. Recorded by J. Hallyday. Publishing firm: Editions Tutti.
2. Twist De Canotier—N. Roux—C. Cavarentz. Recorded by Maurice Chevalier—Chausettes Noires. Publishing firm: French Music.
3. J'Irai Twister Le Blues—Budy Gréco. Recorded by R. Anthony. Publishing firm: Tutti.
4. Gonzales—D. Gérard—D. Hill—E. Lee. Recorded by Dalida. Publishing firm: Caravelle.
5. Chariot—J. Plante—Stole Del Roma. Recorded by Petula Clark. Publishing firm: Alpha.

FRANCE RECORD MANUFACTURERS

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Neuilly (Seine)
SAB. 60.30

"BAGATELLE"
10, Rue de Washington
Paris 8eme.
ALMA 17.99

"BEL-AIR"
18, Rue de Douai
Paris IXeme.
PIG. 30.90

"DECCA"
30, Rue Beaujon
Paris 8eme.
WAG. 19.01

"FESTIVAL"
3, Rue Gramont
Paris 2eme.
RIC. 96.10

"PHILIPS"
6 & 8, Rue Jenner
Paris 13eme.
GOB. 48.90

"PRESIDENT"
21, Rue Pierre Semard
Paris 9eme.
TRU. 02.28

"PATHE-MARCONI"
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Chatou (S ET O)
966 49 90 a chatou.

"POLYDOR"
2, Rue Cavalloti
Paris XVIIIeme.
BAL. 84.50

"RICORDI-VOX"
3, Rue Roquepine
Paris 8eme.
ANJ. 69.40

"R.C.A."
52, Avenue Hoche
Paris 8eme.
WAG. 33.60

"VOGUE"
82, Rue Maurice Grandcoing
Villetaneuse (Seine)
PLAINE: 73.00

"VEGA"
49, Avenue Hoche
Paris 8eme.
CAR. 19.92

Israel's Best Sellers

1. I Can't Stop Loving You—Ray Charles.
2. Ginny Come Lately—Brian Hyland.
3. Stranger On The Shore—Mr. Acker Bilk.
4. Don't Play That Song—Ben E. King.
5. (The Man Who Shot) Liberty Valance—Gene Pitney.
6. Sealed With A Kiss—Brian Hyland.
7. Wonderful Land—The Shadows.
8. (Girls, Girls, Girls) Made To Love—Eddie Hodges.
9. It Keeps Right On A-Hurtin'—Johnny Tillotson.
10. Let's Talk About Love—Helen Shapiro
11. Things—Bobby Darin.
12. Lonely City—John Leyton.
13. Palisades Park—Freddy Cannon.
14. Soldier Boy—The Shirelles.
15. Here Comes That Feeling—Brenda Lee.
16. Little Red Rented Rowboat—Joe Dowell.
17. Moon River—Henry Mancini.
18. Little Diane—Dion.
19. Number One Man—Bruce Channel.
20. Language Of Love—John Loudermilk.

Eire and N. Ireland's Best Sellers

1. I Remember You—Frank Ifield—Columbia
2. I Can't Stop Loving You—Ray Charles—H.M.V.
3. Picture Of You—Joe Brown—Piccadilly
4. Here Comes That Feeling—Brenda Lee—Brunswick
5. Speedy Gonzales—Pat Boone—London
6. Yes My Darling Daughter—Eydie Gorme—C.B.S.
7. Adios Amigos—Jim Reeves—R.C.A.
8. Good Luck Charm—Elvis Presley—R.C.A.
9. English Country Garden—Jimmy Rodgers—Columbia
10. Ginny Come Lately—Brian Hyland—H.M.V.

Signs ARC Pact

SYDNEY—Bill Smith, managing director of ARC recently announced his firm's intentions to move solidly into the Australian local wax field. Smith (left) is pictured above inking jazzman Ray Price to exclusive wax pact. Price's current single, "A Moi De Payer" is currently getting plenty of airplay with the Australian deejays.

Checking The Charts

BUENOS AIRES — The Tres Sudamericanos are shown above checkin' the Cash Box charts for the position of their current Columbia click, "Usted Y Yo." The group is currently on their first European tour.

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When you think French Music you say Barclay

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ITALY

On July 27th, Frankie Avalon came to Milan with Bob Marcucci and attended a cocktail party given by Bluebell, the Italian diskery which distributes Frankie's records. The party was held at Terraza Martini, where Frankie met Milan's journalists. Mr. Casetta, director of Bluebell, was host at a dinner party which your Cash Box representative attended. The affair was attended by Walter Hofer who had double cause to celebrate his 33rd birthday, and the winning of a litigation in London concerning a plagiarism charge against the writer of the tune, "Why." While in Milan, Avalon cut a few sides for Bluebell. The young singer continued on to Venice and Rome.

Neil Sedaka spent one day in Milan, appearing at the dance hall Punta Dell 'Est. He was greeted by a large crowd of admirers. After the engagement, Sedaka went on to Rome.

"Cuando Calienta El Sol" is now number three in Italy. The tune has an interesting background. The music for the tune was sent to Southern Music of Italy more than a year ago along with the music for several others. It was not identified as anything special and was soon forgotten. Last spring, RCA Italiano, released the tune by Los Hermanos Rigual, at which time Southern Music realized it had the copyright to a potential hit. Rifi, the diskery connected with Southern, immediately released the tune. Piero Scussel of Durium, heard the song and recorded it with Los Marcellos Ferial. Other diskeries rapidly took up the tune and released it. Although "Cuando Calienta El Sol" has not broken any sales records, it is played constantly by the spinners and on the juke boxes. The song is being released by diskeries throughout Europe and seems to be on its way.

From July 28 through August 15th, the "Twist International Festival" will be held in Italy, appearing in eleven cities. Gene Vincent, known in Italy for "Be Bop A Lula," will host the festival.

Decca has announced that every release by The Champs on Challenge has done well on the market. "Cantina, Sombrero, Limbo Rock" and "Tequila Twist" have done well this year, but "Operazione Terrore" (from Experiment in Terror) coupled with "La Cucaracha" promises to be the big one of the year. Decca also announced a September LP release by the Champs called "Great Dance Hits."

Mina, our exciting vedette who did so well in German with "Heisser Sand," is currently high in Italy with "Renato," and has started selling "Chihuahua" backed with "Vola Da Me (Fly To Me)."

Connie Francis, who last year sold a lot of records in Italy, is still selling well in our country. Currently she is high with "Paloma" and "La Valle Senza Eco (Valley Without Echo)."

The current number one disk, "Tower Of Strength (Stai Lontana Da Me)" by Celentano is sold also for one of the songs on the back, "Sei Rimasta Sola (You Was Left Alone)," which is copyrighted by Franz Leonardi, but Alberto Carisch, Italian rep of Southern Music, states that the record is sold also for the third song, "Amami E Baciame (Love And Kiss Me)," a Southern copyright. "Tower Of Strength" is selling good via the Gene McDaniel version, too.

From a talk with Alberto Carisch, Italian rep of Southern Music and director of Rifi Records, we had the impression that something big is expected to happen at Rifi before the end of the year, but we were not able to find out anything more on this interesting matter.

Melodicon, Italian Philips, selling "Retiens La Nuit" by Johnny Hallyday and "Addio Palcoscenico (Farewell, Stage)," the Italian evergreen, by Arturo Testa.

Japan's Best Sellers

INTERNATIONAL

1. Pretty Little Baby/Connie Francis, MGM; Kayoko Moriyama, Toshiba; Kumiko Goto, Columbia; Mieko Nakao, Victor; Ririko Sawa, Teichiku;/ Shinko—JASRAC
2. The Young World/Ricky Nelson, Imperial; Keijiro Yamashita, Toshiba; Six Joes, Victor:/Yamaha—JASRAC
3. Blue Hawaii/Elvis Presley, Victor; Kaoru Minami, King; Masayuki Hori, King:/Folster
4. It's A Lonesome Old Town/Billy Vaughn, Dot; Eiji Kitamura & Quintet, King; Terumi Nagashima, King; Keijiro Yamashita, Toshiba; Sam Taylor, MGM:/Shinko—JASRAC
5. A Steel Guitar And A Glass Of Wine/Paul Anka, Victor; The Three Frankies, Toshiba:/Yamaha—JASRAC
6. Johnny Loves Me/Shelley Fabares, Colpix;/(no pubbery)
7. Twistin' The Twist/Mieko Hirota, Toshiba; G. Jouvis Sa D'or et Son ork., Angel; Richard Anthony, Columbia:/Suiseisha—JASRAC
8. Midnight In Moscow/Kenny Ball, Pye; The Peanuts, King; Yukiji Asaoka, Toshiba; Rivertown Dixie Jazz Band, Philips; Hiroshi Mizuhara, Toshiba:/ IMP—JASRAC
9. The Man Who Shot Liberty Valance/Gene Pitney, UA:/Tone—JASRAC
10. Johnny Remember Me/Jane Laton, Victor; Shigeru Katsumi, Toshiba; Takashi Kanai, King:/Folster

LOCAL

1. Ohsho/Hideo Murata, Columbia
2. Hoshikuzu-no Machi/Michiya Mihashi, King
3. Bungacha-Bushi/Saburo Kitajima, Columbia; Hiroshi Inuzuka, Teichiku
4. Samui Asa/Sayuri Yoshinaga, Victor
5. Wasurenai-sa/Kenji Kitahara, Columbia
6. Nakayama Shichiri/Yukio Hashi, Victor
7. Garasu-no Johnny/I. George, Teichiku
8. Yoozuki/Chiyoko Shimakura, Columbia
9. Yama Otoko-no Uta/The Dark Ducks, King; Mitsuo Sagawa, Victor; Tokyo Mixed Choir, Victor
10. Tohku-e Ikitai/Jerry Fujio, Toshiba

Sweden's Best Sellers

1. I Can't Stop Loving You (Ray Charles/Karusell) Reuter & Reuter
2. Caterina (Perry Como/RCA) Southern Music
3. Ginny Come Lately (Brian Hyland/Karusell) Bens Music AB
*4. Luffarevisa (Sven Ingvars/Philips) Sonora Musikförlag AB
5. Lesson One (Russ Conway/Columbia) Edition Odeon
6. Caterina (Jan Malmsjö/RCA) Southern Music
*7. Jämtgubben (The Cool Candys/Philips) Melodiförlaget
8. Follow That Dream (Elvis Presley/RCA) Belinda (Scandinavia) AB
9. Do You Want To Dance (Cliff Richard/Columbia) No Publisher
10. Where Have All The Flowers Gone (The Kingston Trio/Capitol) Musikförlaget Essex

* Local Copyright

England's Best Sellers

1. I Remember You—Frank Ifield (Columbia) (Famous-Chappell)
2. I Can't Stop Loving You—Ray Charles (H.M.V.) (Acuff-Rose)
3. Speedy Gonzales — Pat Boone (London) (MacMelodies-Budd)
4. Picture Of You—Joe Brown (Piccadilly) (Michael Reine)
5. Come Outside—Mike Sarne (Parlophone) (Southern)
6. Don't Ever Change—The Crickets (Liberty) (Aldon)
7. Here Comes That Feeling—Brenda Lee (Brunswick) (Doral)
8. An English Country Garden — Jimmy Rodgers (Columbia) (Novello)
9. Our Favourite Melodies—Craig Douglas (Columbia) (Roosevelt)
10. Good Luck Charm—Elvis Presley (R.C.A.) (Belinda)
11. Right Said Fred — Bernard Cribbins (Parlophone) (Noel Gay)
12. Ya Ya Twist—Petula Clark (Pye) (Essex)
13. Ginny Come Lately—Brian Hyland (H.M.V.) (Spanka)
14. Little Miss Lonely—Helen Shapiro (Columbia) (Lorna)
15. Guitar Tango—The Shadows (Columbia) (Mills)
16. Yes My Darling Daughter—Eydie Gorme (CBS) (Robbins)
17. Once Upon A Dream—Billy Fury (Decca) (Filmusic)
18. Sharing You—Bobby Vee (Liberty) (Aldon)
19. Stranger On The Shore—Acker Bilk (Columbia) (Sherwin)
20. Ain't That Funny—Jimmy Justice (Pye) (Essex)

England's Top Ten LP's

1. West Side Story — Soundtrack (Philips)
2. Pot Luck—Elvis Presley (R.C.A.)
3. Black & White Minstrel Show — George Mitchell (H.M.V.)
4. South Pacific — Soundtrack (R.C.A.)
5. Blue Hawaii — Elvis Presley (R.C.A.)
6. It's Trad Dad—Soundtrack (Columbia)
7. Sinatra And Strings—Frank Sinatra (Reprise)
8. Stranger On The Shore—Acker Bilk (Columbia)
9. The Young Ones—Cliff Richard (Columbia)
10. The Shadows—The Shadows (Columbia)

England's Top Ten EP's

1. Follow That Dream—Elvis Presley (R.C.A.)
2. Play It Cool—Billy Fury (Decca)
3. Hits From The Young Ones—Cliff Richard (Columbia)
4. The Shadows To The Fore—The Shadows (Columbia)
5. Helen's Hit Parade—Helen Shapiro (Columbia)
6. Spotlight On The Shadows—The Shadows (Columbia)
7. Black & White Minstrel Show No. 1—George Mitchell (H.M.V.)
8. Four Hits And A Mister—Acker Bilk (Columbia)
9. West Side Story Vol. 1—Soundtrack (Philips)
10. King Of Twist—Chubby Checker (Columbia)

Italy's Best Sellers

This Week	One Week Ago	Weeks On Chart	
1.	1.	10.	Stai Lontana Da Me/Sei Rimasta Sola—Adriano Celentano/Clan. Published by Ricordi/Leonardi/McDaniels/ VCM.
2.	5.	3.	St. Tropez Twist/Daniela—Peppino Di Capri/Carisch. Published by Carisch/Ricordi.
3.	6.	6.	Torna Piccina Mia—Peppino Di Capri/Carsich. Published by Bixio.
4.	4.	8.	Quando Calienta El Sol—Los Hermanos Rigual/RCA, Los Marcellos Ferial/Durium, Lina De Lima/Rifi. Published by Southern.
5.	3.	6.	Renato—Mina/Italdisc. Published by Ducale.
6.	2.	12.	La Ragazza Col Maglione—Pino Donaggio/VCM. Published by Curci.
7.	12.	4.	Lasciami Il Tuo Sorriso/C'E' Una Leggenda—Nico Fidenco/RCA. Published by RCA Italiana/Nazionalmusic.
8.	8.	3.	Pinne Fucile Ed Occhiali—Edoardo Vianello/RCA. Published by Leonardi.
9.	9.	6.	Anema E Core—Cliff Richard/VCM. Published by Leonardi.
10.	7.	6.	Il Faut Savoir—Charles Aznavour/Barclay, Gino Paoli/ Ricordi. Published by Ricordi.
11.	11.	7.	Abatjour—Henry Wright/CGD. Published by Nazionalmusic.
12.	—	1.	Amor Amor/Quando Quando—Renis/VCM.
13.	14.	3.	Evelyne—Nini' Rosso/Durium. Published by Sprint.
14.	15.	3.	Trani A Gogo'—Giorgio Gaber/Ricordi. Published by Ricordi.
15.	—	3.	Retiens La Nuit—Johnny Hallyday—Philips.

Denmark's Best Sellers

1. The Young Ones (Cliff Richard/Columbia) Dacapo Musikfrolag
2. Dybt I Min Dröm (La Novia) (Lis Björnholt/Odeon—Paul Bundgaard/ Polyphon) Stockholms Musikproduktion
3. Hawaii Tattoo (The Waikikis/Palette) AB Succémelodier
4. Good Luck Charm (Elvis Presley/RCA) Belinda (Scandinavia) AB
5. Tanze Mit Mir In Den Morgen (Gerhard Wendland/Polydor) Imudico A/S
6. En Lille Bitte Tåre (A Little Bitty Tear) (Helle Wilke/Triola) Mörks Musikforlag
7. I'm Looking Out The Window (Cliff Richard/Columbia) No Publisher
8. Walk On By (The Clifters/Philips) Ivan Mogull Music/Sweden Music
9. Lesson One (Russ Conway/Columbia) Imudico A/S
10. I Can't Stop Loving You (Ray Charles/Karusell) Mörks Musikforlag

Norway's Best Sellers

1. Good Luck Charm (Elvis Presley/RCA Belinda (Scandinavia) AB
*2. Æille Så Ner Som A Ingebjorg (Nora Brockstedt/Karusell) Musikk-Huset A/S
3. Zwei Kleine Italiener (Conny Froboess/Columbia) Sweden Music
4. I Can't Stop Loving You (Ray Charles/Karusell) Egil Monn Iversen A/S
5. Adios Amigo (Jim Reeves/RCA) Reuter & Reuter
6. Im Looking Out The Window (Cliff Richard/Columbia) Musikk-Huset A/S
7. Come Outside (Mike Sarne/Parlophone) Southern Music
8. Ginny Come Lately (Brian Hyland/Karusell) Bens Music AB
9. Schwarze Rose, Rosemarie (Peter Kraus/Polydor) Multitone
10. Caterina (Perry Como/RCA) Southern Music

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Cash Box

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World Wide

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DIRECTORY

1962-1963

20th Anniversary Edition

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OF
Cash Box

August 11, 1962

Dear Friends:

In achieving its 20th birthday, Cash Box is proud to celebrate this most happy occasion with the largest, most comprehensive issue it has ever published.

This issue, Cash Box annual directory edition, which over the years has become the foremost reference guide and an integral part of every firm in the industry, both as to editorial content and advertisements, is acknowledged as the most important single issue published during the year for the industry the world over.

That Cash Box has been able to attain the distinction as the World's Leading Publication in our industry is due only thru the fact that it serves the requirements of the trade . . . honest, fearless, progressive service, with understanding and awareness of the problems of its readers and advertisers.

We thank all of our many friends thruout the world for making it possible to reach this milestone, and we assure them we shall continue in the years ahead to serve them to our utmost.

Joe Orleck

President and Publisher

Happy Anniversary

Sincerest and Best Wishes

to

CASH BOX

On Its 20th Anniversary

MUSIC OPERATORS of NEW YORK, Inc.

NEW YORK, N. Y.

ALBERT S. DENVER, *President*

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to

CASH BOX on its **20th ANNIVERSARY**

We Extend to

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Our very sincere congratulations on your 20th Anniversary

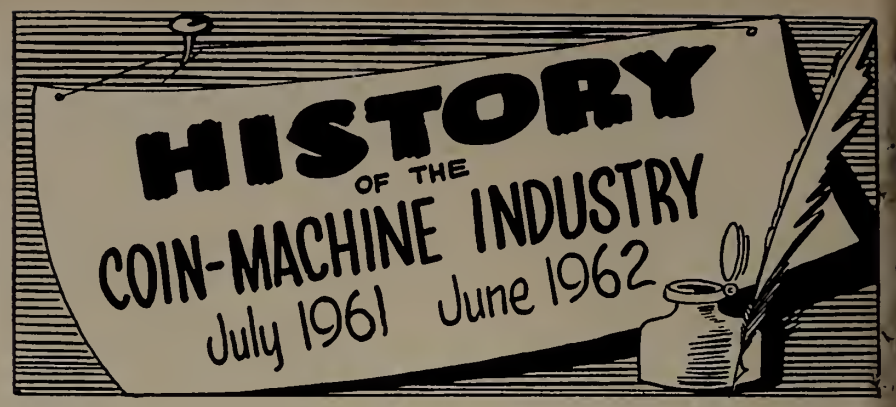
We of the Westchester Operators Guild are very proud and happy to have Cash Box as our friend.

Our Best Wishes For Your Continued Success.

Westchester Operators Guild Inc.

116 NORTH MAIN STREET

PORT CHESTER, NEW YORK



1961

JULY

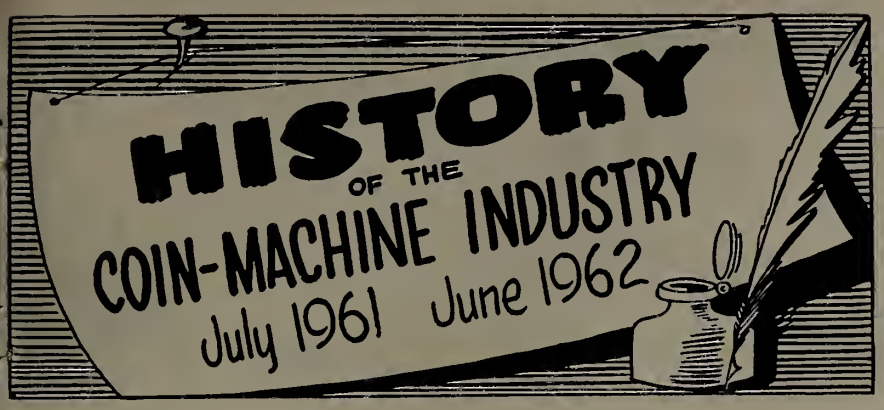
Suggestions made for greater leeway in operator-location commission arrangements ★ Gottlieb Memorial Dinner set for June 29 ★ AMI releases 100-selection Top Talent model ★ Interstate names Johnson and Savage directors ★ Gene Bybee dead at 57 ★ Exporters hit by pier strike ★ Ray Gallett is first AMI prize winner ★ Frantz plant damaged by fire ★ Private brand cigs sold thru supers ★ McCarthy replaces Newlander at NAMA post ★ Hardy named legal assistant to Canteen's Schuster ★ Newlander joins AC Automatic ★ Andy Renn, Bally exec, dies at 68 ★ Seeburg treats Texas to whirlwind tour ★ Cash Box intros new weekly feature 'Vending News' ★ Wurlitzer opens branch in Boston ★ Papineau joins Sheldon Sales ★ Jones points to importance of PR ★ Report op interest in MOA insurance plan ★ CMA stages 25th annual affair ★ Interstate names Fuller sales mgr ★ Canteen unveils Dial-A-Sale ★ Virginia ops sked August meet in Virginia Beach ★ Conn. ops meet to discuss free-play laws and cig tax ★ CMMA beats assembly bill license proposal ★ Atlas Music takes AMI in Iowa ★ NAA-PPB plans late summer meet ★ Max Waters Wurlitzer exec dies ★ Vic Weiss wins Atlas vacation ★ Bert Lane opens amusement center in Jacksonville ★ Cash Box suggests new MOA leadership ★ Wurlitzer emphasizes One-World policy, realigns personnel ★ Williams names Baigelman sales mgr ★ Pier strike ends ★ Philly op scores PR triumph ★ NAMA Convention planned for McCormick Place ★ Canteen opens four regional outlets ★ USAMCO opens second Buy-O-Mat ★ Macke shows increase in six-month profit ★ American Intl. Bowling acquires two more firms ★ Shaffer announces trading stamp plan ★ Parks members kill minimum wage in Illini ★ Philly ops set Nov. 5 date for affair ★ United intros "Dolphin" ★ Greco buys ODCO ★ Betti to open new building ★ Interstate attributes 111% increase to internal growth ★ Williams intros "Ten Spot" ★

AUGUST

Record mfrs. take note of juke box ops with special singles ★ Rock-Ola distrib meets start ★ Myron Sugerman off on 11 country tour ★ Sussman leads Texas group in uniform tax fight ★ Art Rutzen leaves Wurlitzer for Natl. Automatic Vending ★ AMI announces 33 rpm disks for new phono ★ Seeburg names New-Way in Toronto ★ Bilotta wines and dines 2000 at club ★ NAMA Board discusses balance in membership ★ ABT announces new bill changer ★ Gottlieb releases "Big Casino" 1-plyr ★ Cash Box releases 19th Annual Directory ★ Macke moves into Charlotte ★ NAMA attends hearings on anti-slug laws ★ Gisser sees wide area for progress in oriental export ★ Ditchburn denies juke saturation in Britain ★ Sam Stern goes to Europe ★ PR boosted by trade ★ Rock-Ola meets move into midwest ★ Bilotta intros 60-40 commission idea to upstate NY ops ★ Wittenborg has new food vender ★ MONY to spend annual affair at Laurels ★ Seeburg appoints Badger in Arizona ★ $4 million Gottlieb Hospital opens ★ Seeburg ships first cig venders to Australia ★ Rock-Ola shows new "Princess" phono ★ CMC membership lags ★ Arnold Harlem elected vp of Std Financial ★ Roulette Records issues disks for ops ★ Greco Bros. to show All-Tech "Ferris Wheel" ★ Small business firms seen operating inefficiently ★ Rock-Ola offers polaroids, vacation trips with purchases ★ ChiCoin ships "Triple Gold Pin" ★ Gottlieb releases "Lancers" 2-plyr ★ Williams ships "Double Barrel" 2-plyr ★

SEPTEMBER

Juke box industry in NYC reels under salvo of bad press headlines ★ Jukes used around corner to highlight Broadway show opening ★ Music Ops elect Hy Lesnick ★ Do-Re-Mi show opens with jukes the center of attraction ★ Ben Axelrod dead at 59 ★ Bottling convention to attract 5000 ★ NAMA to feature Intl. Segment ★ Sexton apptd. pres. of Canteen-Canada ★ Midway ships "Rifle Gallery" ★ Georgia Assoc. fears collapse ★ Seeburg wines and dines midwest ops ★ United ships "Viking" shuffle ★ AMI hosts grad party for 15 ops ★ Williams names Bush Intl ★ Interstate buys five more firms ★ Seeburg buys Bally coffee vender for $3 million ★ Consumers Auto. acquires two firms ★ NY press ignore MONY plea for hearing ★ Jack Cohen wins AMI vacation ★ Dave Rosen installs 80 machines in Willow Grove bowling lanes in Philly ★ CMC makes final plea for support ★ Royal Distributing to open new showrooms in Cincy ★ Bally ships "Bally Bowler" ★ United releases "Frolics" ball bwlr ★ Sol Gottlieb marries Gladys Kohan ★ Anti-Slug legislation gets house ok ★ Cig carton machines from Universal Match get consumer okay ★ Seeburg Intl. moves offices to Chi ★ Bill Jensen dies ★ Rock-Ola features panel for artist display ★ Ted Kisil, Davis PR exec dies ★ Ed Ravreby dead at 64 ★ Macke acquires Stauffer Vending ★ Genie Paul dies at 67 ★ United appts. Lieberman for midwest ★ Williams releases "Skill Ball" pingame ★ Vending looms large on export market ★ Gordon Stout makes CMC plea ★ Flesch of Bally calls future of amusement and vending "bright" ★ London's Club Trade Fair draws 12,000 ★ NAMA Counsel runs string of victories ★ NAVCO to open new Toronto plant ★ Midway expands production on new gun ★ WB Music adds Luchman and Page ★ Games Inc ships "Tim-Buc-Too" ★



1961

OCTOBER

Mfrs. urged to plan meetings during NAMA sessions in Chi ★ Gottlieb releases "Corral" 1-plyr ★ Keeney in full production on "Startime" 2-ball pin ★ AMI's Phil Glove asst. sales director ★ Hirsch deLaviez heads new sales show biz firm ★ Barney Ross goes with NY-PR agency ★ ChiCoin ships "Continental" bowler ★ Williams appts. Monroe ★ NAMA board has 21 members ★ Drew Pearson named speaker at NAMA Show ★ Canteen buys Jones & Co. factoring firm ★ Mills intros new model ★ Fabian leaves Rowe-AMI for Atlas ★ CB intros Juke Box Ops Record Guide ★ Royal opens new Cincy offices ★ Williams intros "Reserve" pin ★ NYSO Guild re-elects Wilson and slate ★ Interstate looks at Brass Rail merge possibilities ★ Donahue elected Univ. Match VP ★ Seeburg retains key Bally personnel ★ Net vending profits before taxes marked at 4.58% of sales ★ Construction begins on new Rowe Jersey plant ★ NY coinmen spend weekend at Laurels ★ Bally announces "Can-Can" ★ Sugerman reports on European tour ★ Gottlieb names Steibel ★ Seeburg names Vendcity ★ Royal hosts 744 at grand opening ★ AMOA of Penna. sets November date ★ Interstate buys Brass Rail for $12 million ★ United ships "7 Star" Bwlr., "Stardust" shuffle ★ Royal revamps "Waikiki Beach" ★ Distributorships continue to change hands as Rock-Ola names Active Amusement in Phila ★ Va. ops continue strong PR drives ★ Seeburg appts. Okimoto in Hawaii ★ King Vending to distribute Rock-Ola vending line in upstate NY ★ Bally Bowler adds new length ★ Western NAMA Conference nears sell-out ★ Canteen forms manufacturing division ★ Williams names Runyon ★ Seeburg fetes Neb., Iowa ops ★

NOVEMBER

Blatt views current coin machine picture suggests changes ★ American Shuffle organizes New Eng. tourneys ★ Sandy Moore jailed on bribe attempt ★ NCMDA skeds meet during NAMA ★ Rock-Ola distribs take Caribbean holiday ★ Ted Steskal wins AMI vacation ★ World Wide names Red Smith and Harold Freeman for sales ★ Mrs. Al Douglas dies ★ Williams releases "Road Racer" ★ Expect 8000 at NAMA show—145 exhibits expected ★ Gottlieb ships "Flipper Fair" 1-plyr ★ NAMA Convention draws 12,500 record crowd ★ Myriad of new equipment introduced to vending industry ★ NCMDA elects Si Redd president ★ Keeney intros "Two-Gun Fun" ★ Wurlitzer 2nd Qtr. up 10% ★ New Chi law prohibits loans and bonuses to locations ★ Games Inc. intros "Twin Tim-Buc-Too" ★ United intros "Playboy" shuffle ★ 590 Attend Philly ops annual show as Jerry Lewis emcees ★ Rock-Ola announces phono giveaway plan with Hawaiian trip ★ 3000 sellout Western vending show ★ CMC officially dead ★ Used bingo shortage spurs Bally "Barrel-O-Fun '62" ★ Hiram Roberts wins AMI prize ★ Williams intros "Kismet" 4-plyr ★ CB drops Price Lists feature ★ Chi Parks Show a sellout ★ Midway releases "Skee Fun" ★ Valley intros '62 line ★ Banner skeds move to Broad Street site ★ Bert Betti sets grand opening for 13,000 sq. ft. plant in Dec. ★ Art Weinand joins Williams ★ ChiCoin releases "Red Dot" ★ RF Jones opens Salt Lake City outlet ★

DECEMBER

Munves shows All-Tech line at Parks Show ★ Exhibit intros laminating vender ★ Atlas expands with increased sales personnel ★ Seeburg names Von Reydt for Europe ★ West Va. assoc. admits vending ops, changes name ★ I-J exhibits new equipment ★ Victor Electronics exhibits golf game ★ Gottlieb ships "Alohoa" 2-plyr ★ United intros UPD-100 phono ★ Depreciation discussed as a major industry problem ★ Dan Moloney dies ★ C. T. McKelvy dead at 67 ★ NYC White Tower restaurant opens automatic branch ★ Vending highlights London's 9th Annual factory show ★ New "pulltop" can announced ★ MONY re-elects Denver, slate ★ Rock-Ola names Steibel ★ Bally releases "Super Shuffle" ★ Harpel named Seebury financial vp ★ Houston Ops form association, Stazo president ★ Seacoast names Betti associate distributor ★ Solutions sought to locations sales ★ Paper vs. plastic cup at vending meet ★ Scott Crosse moves to new site ★ Sandy Moore indicted in $35,000 bribe ★ Williams ships "Space Ship" ★ Location contract gains ground with music ops ★ Rock-Ola's Grand Natl. Sweepstakes is announced ★ ChiCoin releases "Long Range Rifle Gallery" ★ Seeburg previews new phono at distrib meet ★ Smokeshop's penny-nickel changer helps sales ★ 400 attend Bert Betti's opening ★ United ships "Gypsy" shuffle, "Cameo" bowler ★ Coin Machine Review covers year's accomplishments ★ A.T.E. exhibit expects full house ★ Blackpool show draws thousands ★ Gottlieb ships "Egghead" ★ AMI names So. Amusement ★ Canteen unveils Canadian-made venders ★ Interstate names Levine to Board ★ SD ops stage banquet ★

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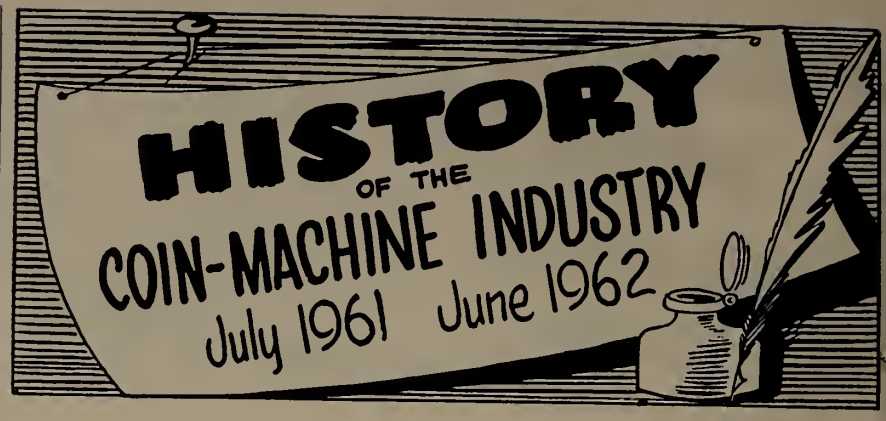


1962

JANUARY

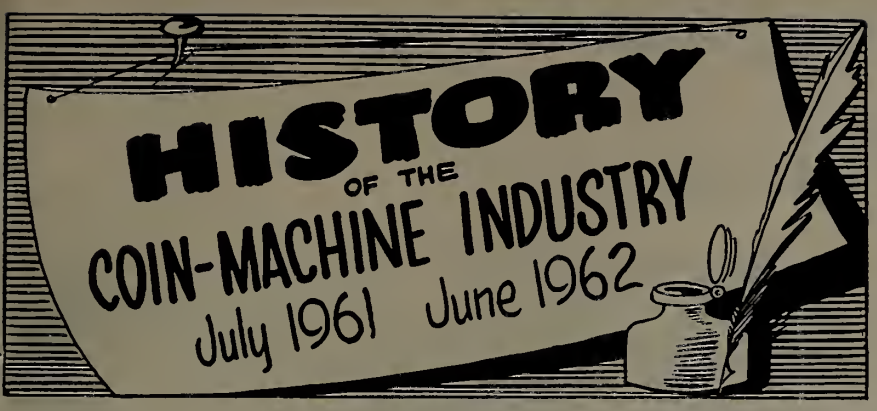
Export market appears more promising than ever ★ Rock-Ola intros "Empress" model ★ Seeburg plans op showings on new line ★ Banner appts. Reitman to staff ★ Canteen elects O'Malley ★ Macke vending sales increase ★ Vince Shay dies ★ ChiCoin Levin retires ★ Bally "Bank Ball" released ★ Seeburg releases SDS phonograph line ★ Midway releases "Ski-Fun" ★ Fox Head beer reportedly vended in 50 nations ★ 1961 cig sales set another record ★ Canteen net up 16% ★ Twin Boys for the Don Moloneys—total goes to seven ★ Seeburg elects O'Brien president ★ Proper programming cited as means of greater income ★ Wurlitzer premieres Model 2600 ★ Wurlitzer appts. First Coin for Chi territory ★ Bankers World Export intros Jennings manual ★ New England successful with shuffleboard tourneys ★ United intros "Crystal" shuffle ★ Glassgold named Cole genl. mgr. ★ Nebraska ops sked Feb. meet ★ Lesnick asks for support during '62 ★ R. F. Kennedy proposes law banning interstate shipment of gambling equipment ★ Jenkins and Garvey leave Bally ★ NAMA combats unfair taxation ★ NAMA paves way for ops entry into parks locations ★ Bally names Atlas ★ ChiCoin intros "Variety Roll Down" ★ Williams ships "Metro" 2-plyr ★

FEBRUARY

3000 attend annual A.T.E. London show ★ Britain faces concern over Common Market ★ German arcade owners look to government for aid in legislation ★ NYS Assembly studies kiddie insurance ★ Wurlitzer 3rd qtr. net largest since 1947 ★ Bally announces "Lido" bingo ★ United delivers "Holiday" bowler ★ Continental operates at Fort Monmouth, N.J. ★ Oklahoma vending firms form 10th NAMA council ★ Chris Christensen named Wurlitzer distrib ★ Lou Casola retires ★ Champlain, Miller, Gardner win Rock-Ola "Princess" ★ Williams intros "Jolly Joker" ★ Don Caresio wins AMI contest ★ West Virginia coinman stages PR coup ★ Canteen sales highest in history ★ Keeney ships "El Rancho" and "Hacienda" pingames ★ All-Tech has nine kiddie rides in production ★ Continental's $1.2 million net sets record ★ Texans fight unfair vending tax ★ Gottlieb "Liberty Belle" 4-plyr shipped ★ Williams names Mittel asst. sales mgr. ★ Ops' attention drawn to competition in background music field ★ Rock-Ola names Daddis ★ Ted Silva wins Rock-Ola jackpot ★ AC Automatic names Lynch Distributing ★ Macy's vending installations reviewed by CB ★ United releases "Bonus Baseball" ★

MARCH

Schuster optimistic over 1962 sales for Canteen ★ Williams ships "Extra Innings" ★ Parkoff hits record mfrs. for not serving juke box market properly ★ Midway ships "Deluxe Baseball" ★ Continental shareholders enjoy free vended lunch ★ First launderomat opens in West Germany ★ Arrow Amusement wins Rock-Ola trip ★ Philly coinmen plan UJA campaign ★ Williams ships "3 Coins" 1-plyr ★ Lou Sebastian dead at 61 ★ Trustee awarded $363 thousand in Sandy Moore case ★ Seeburg's first qtr. shows big increase ★ ARA Foundation inaugurates education program ★ Auto drycleaning boom predicted by industry ★ Empire offers free premiums for sales ★ First Coin's catalog shipped ★ AC Automatic names Hale president, Harper vp; Kleiman to liaison post ★ ASCAP holds semi-annual coast meet ★ NYC Attorney re-write present location contract includes transfer clause ★ Bally releases "Shoot-A-Line" ★ NJ Guild names Lederman Vendor of Year ★ London opens first all-night vender ★ Storts wins a "Princess" ★ Rictor Kirby dead ★ Superliner "France" equipped with coin machines ★ Carl Rapp wins a "Princess" ★ Gottlieb releases "Flipper Clown" pingame ★ Weinberg forms Dallas coinfirm, takes AMI-Rowe lines ★ Jim Smith dies ★ NAMA Regionals start ★ Macke installs at Patent Office ★ Runyon opens new Connecticut ★



1962

APRIL

Arcade machine shortage spurs early trading ★ Rock-Ola names State Music In Dallas ★ Berger Names 3 distribs for Vend-O-Craft line ★ ChiCoin releases "Gold Crown" bwlr. ★ Parks Men vote to retain PR ★ Hoffman shows laundry equipment at meet ★ Piker elected Maryland Council prexy ★ David Rosen firm thanked for help during storms ★ Nail-Tone named Pennsy distrib ★ Ray Barry leaves Wurlitzer post ★ 1961 recorded as export market's biggest year ★ 17 firms show at First Belgian Coin Show ★ Redd names Van Der Weyde for Europe marts ★ US importers look for greater share of Norwegian vending business ★ Macke has record earnings again for qtr. ★ Canteen markets owns gum ★ Booklet lists 250 'approved' vending machines ★ Svensson celebrates 25th year in business ★ Berger names five more distribs ★ Seeburg names Pares for Puerto Rico ★ Robbins hits national mag for press blast ★ Japan looks at juke mfrg. ★ Cleveland Coin ships Spain ★ Moore trial set for May 7 ★ 53 firms join Houston association ★ Changes made in German association structure ★ Pool success continues ★ UJA names Joe Orleck and RL Littleford to Guest of Honor ranks ★ Seeburg's Prutting scores with mchdse techniques ★ AMI names Von Reydt west regional mgr. ★ Morris Nahum makes vending tour in Europe for Belam ★ Peach State readies new plant in Columbia ★ Royal receives 7 new games, holds special showing ★ Houston Assoc. claims 75% membership ★ Dallas claims 42 operating firms in ranks ★ Sandy Moore charges official with coercion ★ Britain bans 6000 cig venders after cancer scare ★ Arcade ops ready for April 14 openings but shortages continue ★ Heinz Prummer arrives from Germany on buying trip ★ Need for diversification seen to continue ★ Omaha TV show hikes pool table collections throughout City ★ Gottlieb ships "Tropic Isle" ★ Ben Jahnke dies ★ Dave Rosen honored by finance firm ★

MAY

West Virginia okays pingames ★ MOA convention set for May 6 ★ AMI continues Little Red Schoolhouse sessions ★ Valley takes MOA space but doesn't display games as orders pile up before show ★ 350 attend Peach State Columbia opening ★ American Shuffleboard to add a pool table to line ★ Munves-Mencuri produce first machine "Kissin' Kupids" ★ Irving Kaye shows line at Chi ★ Stancraft card vender ready for mass distribution ★ Chemical firm outlines coating on Bally pins ★ Mar-Tab sales reps win Nassau trip ★ Silva wins Rock-Ola ★ Williams release "Coquette" 2-plyr ★ United ships "Avalon" and "Alamo" ★ Keeney ships "Roll-A-Line" 2-plyr ★All-Tech shows "Indian Scout" ★ Macke qtr. sales reach $8.4 million ★ ChiCoin ships "Starlite" shuffle ★ MOA fails to draw, Ratajack resigns, Miller to leave in Dec. ★ World Wide ups Skor to key post ★ Blalock offers prizes at Wurlitzer party ★ American Shuffle overcomes 'horsecollar' scoring problem ★ Continental's cig lighter sales successful ★ AMA holds seminar on vending ★ 450 attend vending meet at Laurels ★ Ziegler and Reuter named Canteen execs ★ Interstate-Mobil deal set ★ Williams revises "Voice-O-Graph" ★ Celler Bill discussed at MOA meet ★ Seeburg names Ten-Tucky ★ Rowe-AC show Rowe-AMI phono at distrib premieres after MOA show ★ Berman Bros. show 'Peek-A-Rama' ★ Rock-Ola names Brown Bros. ★ Moore bribe trial opens ★ Fishman to be honored at CJA ★ Urban names Charlie Katz sales chief ★ HZ's territory expanded by United ★ UJA donations for Orleck continue to soar ★ Deluxe "Bally Bowler" shipped ★

JUNE

Rowe-AMI intros new three-in-one phono to trade ★ Trend seen toward stronger association ★ Mills Bell-O-Matic intros '62 model ★ Pearl Vending cited for growth ★ Westchester ops celebrate 11th Annual affair ★ Alvin Gottlieb returns from Europe ★ NAMA midwest regional held ★ 300 turn out for Trimount party ★ Royal develops vending territory with new personnel, sales program ★ Runyon names Rosen service chief ★ Stability seen through credit recognition ★ Va. ops hear speakers discuss ASCAP problem ★ Wurlitzer reaches 500,000 mark after 28 years ★ Natl Rejectors intros mobil-service for ops ★ Judge hears Moore testify that $35,000 bribe was made to him ★ Gottlieb ships "Fashion Show" 2-plyr. ★ 300 attend UJA honoring Orleck and Littleford, $35,000 raised ★ Williams "Trade Winds" released ★ Fishman sees Europe's progress in vending slow but substantial ★ Joe Orleck announces he will marry Pauline Slott ★ Cole acquires new plant ★ Judge denies guilt in Moore-Keogh trial ★ Seeburg sales for 6-month mark 50% higher ★Schuyler releases "Skill Race" pingame ★ Bally releases "Golden Gate" ★ United ships "Silver" shuffle ★ Rock-Ola names Western Distributors ★ MOA directors continue search for managing director ★ O'Malley succeeds Schuster as chief exec of Canteen ★ Belam to develop vending sales abroad ★ Mel Rapp elected to Continental's exec committee ★ United names Ron Pepple for Northwest ★ Conn. ops elect Lambert pres. ★ Export markets continue to change ★ Urban's movie machine gets support ★'61 vending machine sales off ★ Royal acquires Century Music in Columbus ★ Federal Judge guilty of taking Moore bribe ★ Runyon export discussed over radio ★

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Post-War Phonographs

AMI

Model "G"
1955—80 Selections—45 rpm
—120 Selections—45 rpm

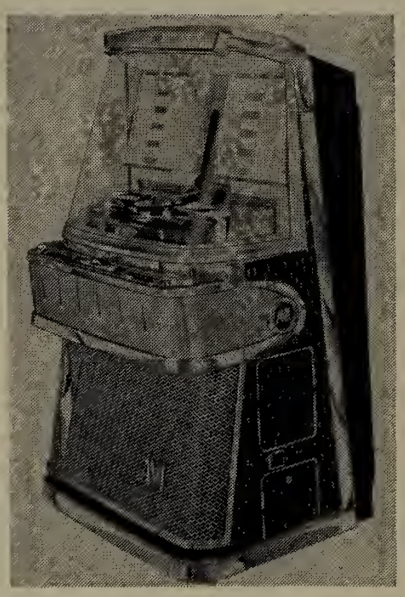
Model "G-200"
(1956—200 Selections—45 rpm)

Model "H-200"
(1957—200 Selections—45 rpm)

Model "H-120"
(1957—120 Selections—45 rpm)
100 Sel. Also Avoilable

Model "I-200"
(1958—200 Selections—45 rpm)

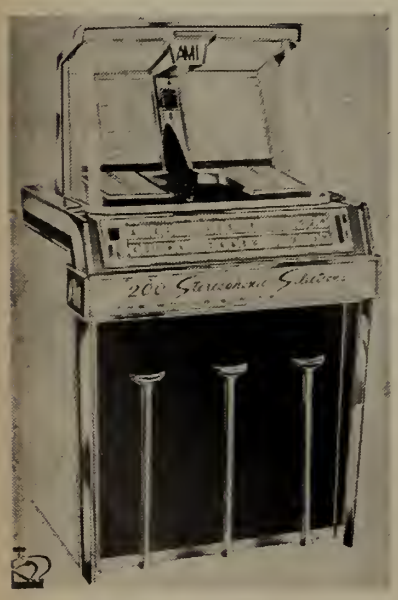
Model "I-200M"
(1958—200 Selections—45 rpm)



Model "I-120"
(1958—120 Selections—45 rpm)

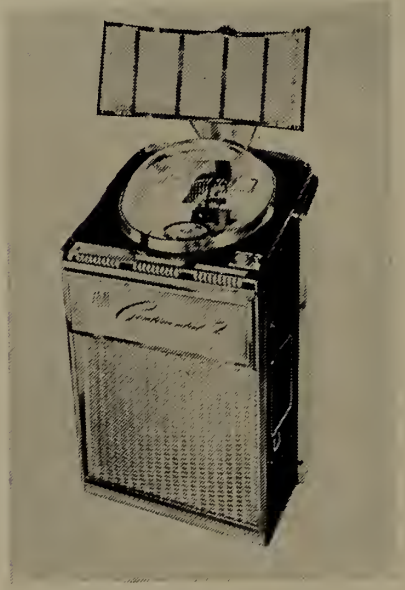
Model "I-100"
(1958—100 Selections—45 rpm)

Model "J"
1959 (Stereo or Monourol)
(200 Sel. Elec.) (200 Sel. Mon.)
(120 Sel.) (100 Sel.)



Model "K"
1960
200 Sel., Elec., Auto., Or Manuol;
120-Sel.; 100-Sel.

Continental 200
1960
200 Sel.
Lyric—100 Sel.
(Lyric model does not feature upright panel)



Continental 2
1961—200 Sel.

Continentol 2—100 Sel.

Rowe-AMI
1962—200, 160 or 100 Sel.

ROCK-OLA

Model 1438
(Comet)
(1954—120 Sel.—45 rpm)

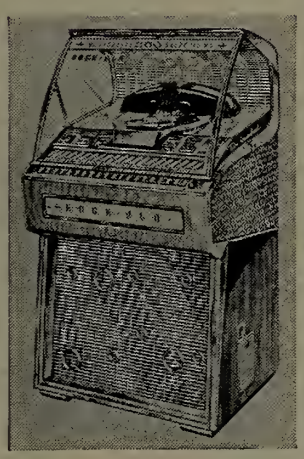
Model 1442
(1954—120 Sel.—45 rpm)

Model 1446
(1954—120 Sel.—45 rpm)

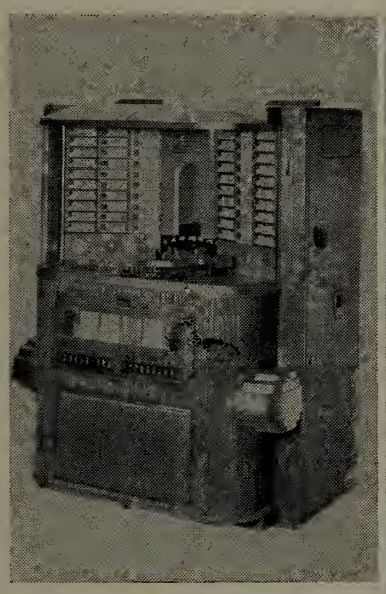
Model 1448
(1955—120 Sel.—45 rpm)

Model 1452
(1956—50 Sel.—45 rpm)

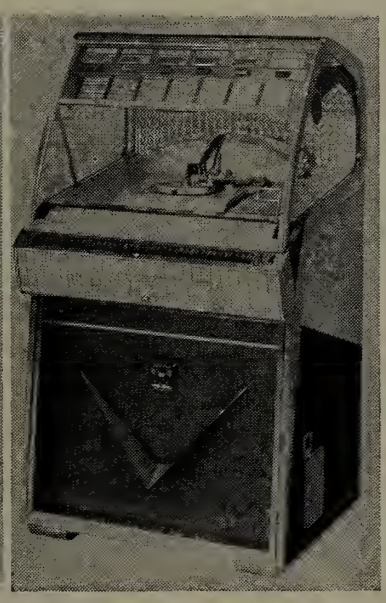
Model 1454
(1956—120 Sel.—45 rpm)



Model 1455
(1957—200 Sel.—45 rpm)



Model 1464
(1958—Wall Type Phono)



Model 1465
(1958—200 Selections—45 rpm)
Model 1462—120 Sel.
Model 1458—50 Sel.

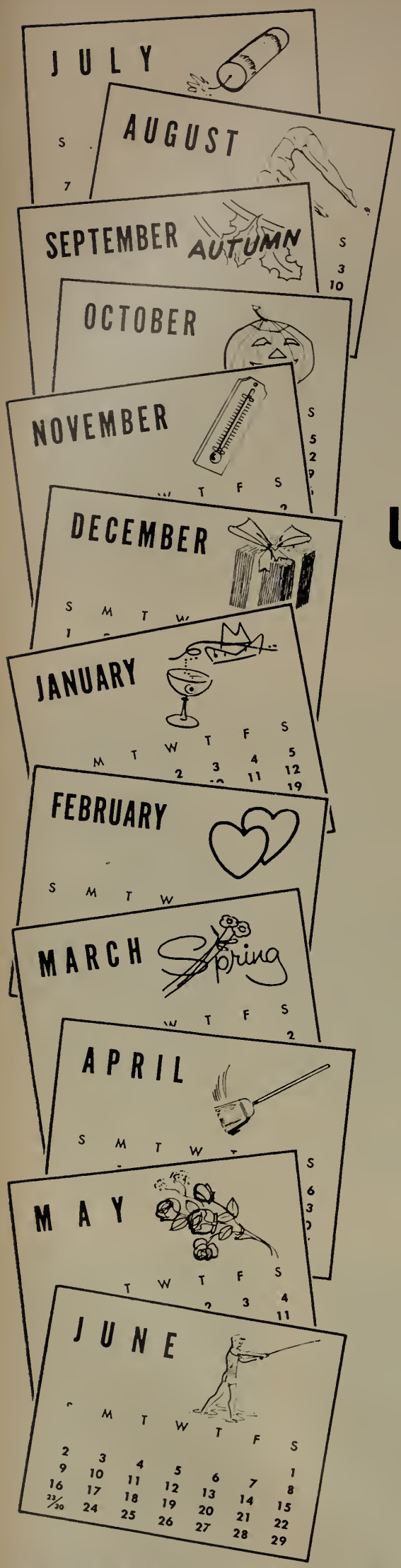
Model 1475
(Stereo or Monaural)
(1959—200 Selections)
Model 1468 (St or Mon)
120-Selections

Model 1485
1960—200 Sel.
Model 1478—120 Sel.

Model 1495
1961—200 Sel.
Model 1488—120 Sel.

1962 PRINCESS
Model 1493—100 Sel.
Wall Model Also Available

1962 EMPRESS
Model 1497—200 Sel.
Model 1496—120 Sel.



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Spares—20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick-up
BIG 60
SPARE VALUE

FLASH SCORING

BONUS SCORING

SPECIAL SCORING

ADVANCE SCORING

ALL SPARES SCORING

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(BOTH SIDES)

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SEEBURG

Model HF-100G
(1953—100 Selections—45 rpm)

Model 100W
(1953—100 Selections—45 rpm)

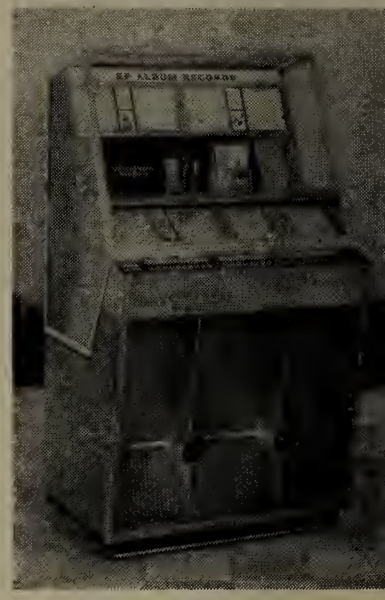
Model HF-100R
(1954—100 Selections—45 rpm)

Model V-200
(1955—200 Selections—45 rpm)

Model KD-200
(1957—200 Selections—45 rpm)

Model L-100
(1957—100 Selections—45 rpm)

Model "201"
(1958—200 Selections—45 rpm)



Model "161"
(1958—160 Selections—45 rpm)

Model "222"
(1959—160 Selections—Stereo)
Model "220"—100 Sel.

Model "AQ160S"
1960—160 Sel.
Model "AQ100S"—100 Sel.

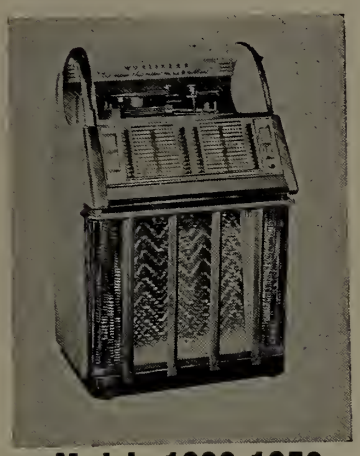
Model "AY160S"
1961—160 Sel.
Model "AY100S"—100 Sel.

Model "DS160"
1962—160 Selections
Model DS100—100 Sel.

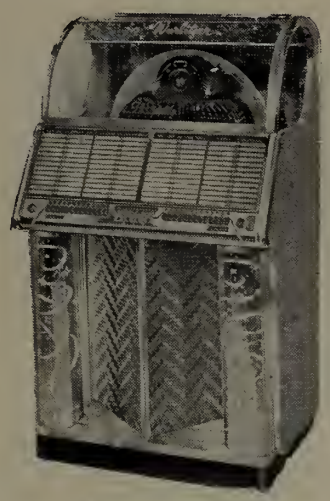
Post-War Phonographs

WURLITZER

Model 1500-A
(1953—104 Selections—45 & 78 rpm)



Model 1600-1650
(1953—48 Selections—78 rpm)

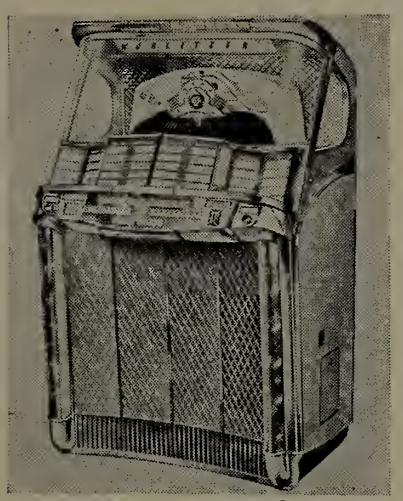


Model 1700
(1954—104 Selections—45 rpm)

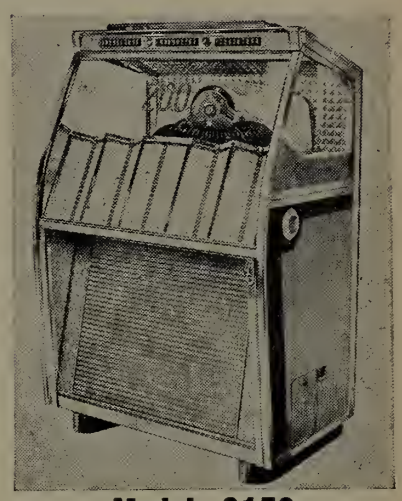
Model 1800
(1955—104 Selections—45 rpm)

Model 1900
(1956—104 Selections—45 rpm)

Model 2000
(1956—200 Selections—45 rpm)



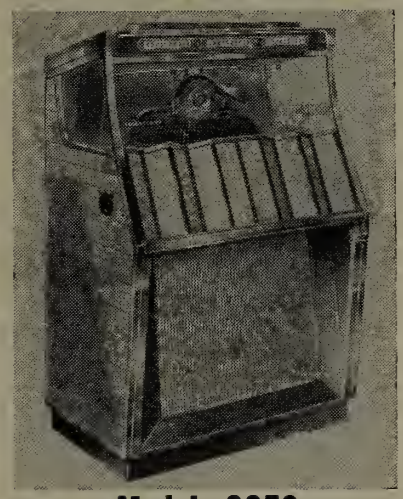
Model 2100
(1957—200 Selections—45 rpm)



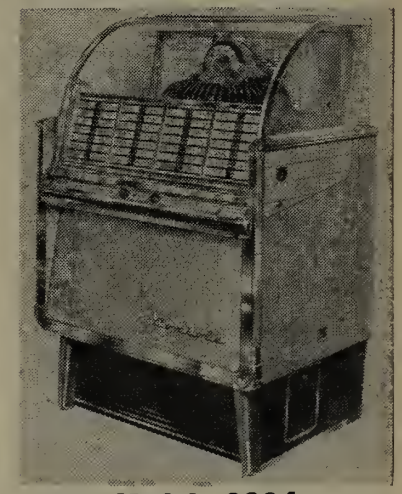
Model 2150
(1957—200 Selections—45 rpm)

Model 2104
(1957—104 Selections—45 rpm)

Model 2200
(1958—200 Selections—45 rpm)



Model 2250
(1958—200 Selections—45 rpm)



Model 2204
(1958—104 Selections—45 rpm)

Model 2300
(Stereo or Monaural)
(1959—200 Selections)
Model 2304—104 Sel.
Model 2310—100 Sel.

Model 2400
(1960—200 Sel.)
Model 2404—104 Sel.
Model 2410—100 Sel.

Model 2500S
(1961—200 Sel.)
Model 2504—104 Sel.
Model 2510—100 Sel.

Model 2600
(1962—200 Sel.)
Model 2610—100 Sel.

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CORPORATION

SEEBURG

DISTRIBUTORS

NEW YORK NEW JERSEY CONNECTICUT

Illustrations Of Post-War Phonographs Begin On Page 8

All Quiet On British Coin Front

LONDON — Compared with the months of active preparation which preceded the introduction of the New Betting and Gaming Act in January 1961 and the ensuing period of adjustment, the last twelve months in the coin machine industry have been relatively quiet and almost uneventful. As far as amusement games on permanent sites are concerned, operators have welcomed the new conditions which are working out satisfactorily. There have been occasional differences of opinion between operators and the law but nothing drastic. On the whole, trade this year has been a little down partly due to inclement weather which dogged the early part of the season. However, the balance may yet be restored if the vagaries of the English climate can compensate with an Indian summer.

The most noticeable feature of recent months has been the boom in fruit machines. The apprehension and skepticism which followed the advent of the Bill as far as fruit machines were concerned has vanished. Manufacturers, who a year ago had machines a-plenty on their hands are now faced with a demand fast exceeding the supply. In the case of 1d play machines, arcade owners who started off warily with two or three machines, now have banks of them—the results encouraging even their most cautious competitors to follow suit. In clubs, where the law permits a maximum of two machines, the demand is just as great.

Although following a celebrated test case there has been a considerable amount of uncertainty concerning the correct interpretation of "private gain" as it relates to the application of profits. However, in order to clarify the position another short Amending Bill, already approved by the House of Commons, is now going through the House of Lords to define explicitly the meaning of "private gain." When passed it will undoubtedly endorse the Government's original intention that profits shared among all members and used for the benefit of club activities generally do not constitute "private gain" and are, therefore, legal.

For the coinmen looking into the future two major events loom large on the horizon. Firstly Britain's probable entry into the European Common Market. Although, at this stage, it is not possible to foresee what effects such a move would have on the industry it might well lead to an appreciable reduction in the price of amusement equipment imported from other Common Market countries, and whet competitive appetites generally.

Secondly, Britain's probable changeover to decimal coinage, a move which the Government has already agreed in principle. Again the effect on the industry cannot be accurately gauged. However, if the actual size of the coin is changed as well as the value it is expected that the Government would meet the cost of conversions necessary for amusement games, vending machines etc. If, as seems likely, the penny—our most commonly used coin in automatic machines—is replaced by a new coin of higher value, the industry can look forward to a substantial increase in turnover.

Another focal point for the future is the 1963 Annual Amusement Trade Exhibition. The venue will, once again, be the New Royal Horticultural Hall, Westminster and the dates January 29th, 30th and 31st. The organisers of this major European event look forward to welcoming both exhibitors and visitors not only from the U. K. but overseas.

Phono Sales Continue To Expand In UK

LONDON—Messrs. Ruffler & Walker report that the trend of expansion in phonograph sales manifested at this year's A.T.E. continues. The comprehensive Rock-Ola range and, in particular, the three models featuring the 100 selection mechanism, have opened the doors to many sites where space is at a minimum and where multi-selection machines are required.

The new Empress 200 and 120 consoles have also been enthusiastically received. As well as the improvement in phonographs there is an exceptional demand for the latest and best in gaming machines. The Keeney Triple Up, successor for the latest and best in gaming machines. The Keeney Triple Up, successor to the Double Up is currently one of the best selling machines in the country in conjunction with the Jennings Governer where the volume of sales has outstripped delivery.

There is every indication that 1962 will be a record business year for the Ruffler & Walker group of companies reflecting the healthy state of the industry generally.

Post-War Phonographs
(continued)
UNITED

Model UPA-100
(1957—100 Selections—45 rpm)

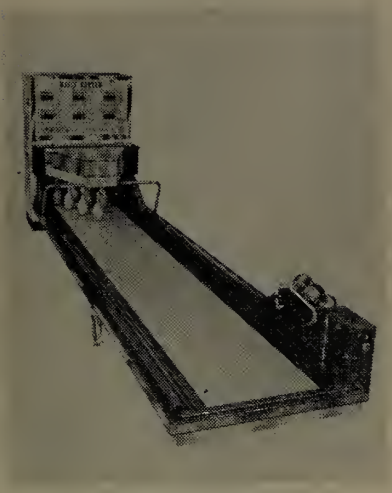
Model UPB-100
(Stereo or Monaural)
(1959—100 Selections)

Model UPC-100
(1960—100 Sel.)

Model UPD-100
(1961-1962—100 Sel.)

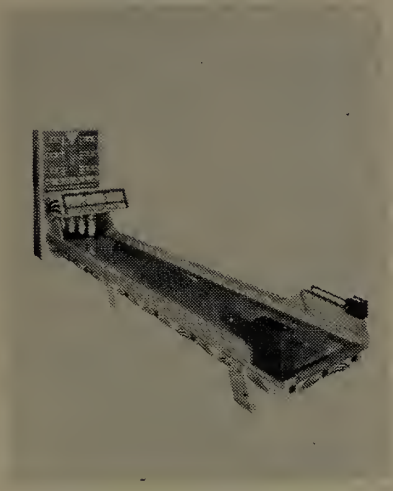
AMUSEMENT MACHINES JULY 1961 — JUNE 1962

BALL BOWLERS



Bally BOWLER

BALL BOWLERS



ChiCoin GOLD CROWN

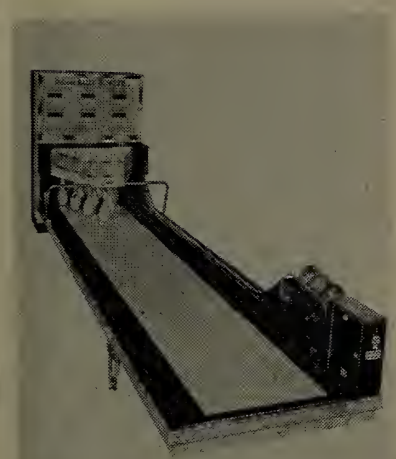
BALL BOWLERS

United CAMEO

SHUFFLE ALLEYS (Cont'd.)

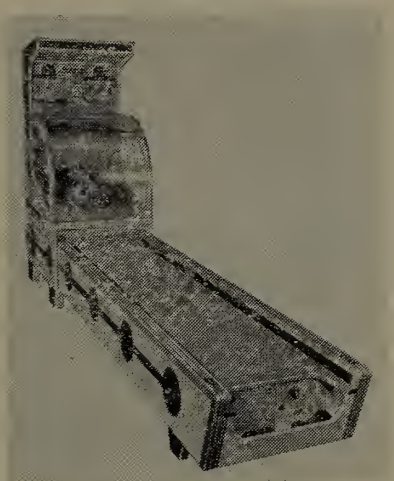
ChiCoin PRO

SKEE-BALLS

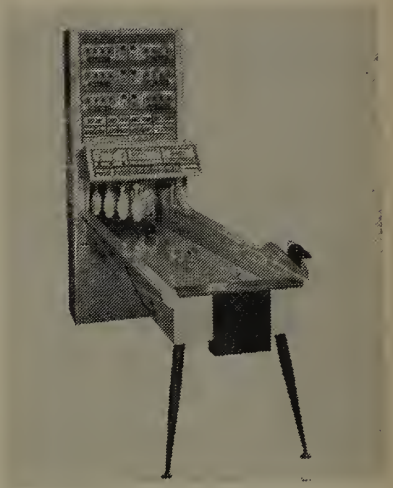


Deluxe Bally BOWLER

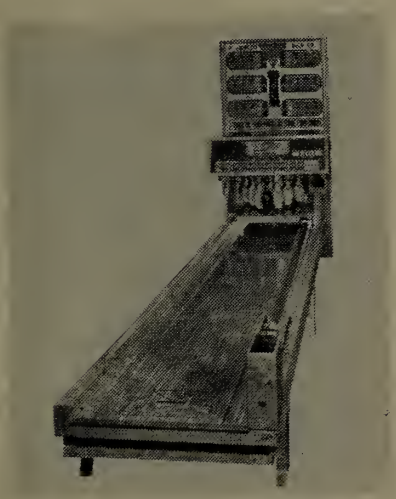
United HOLIDAY



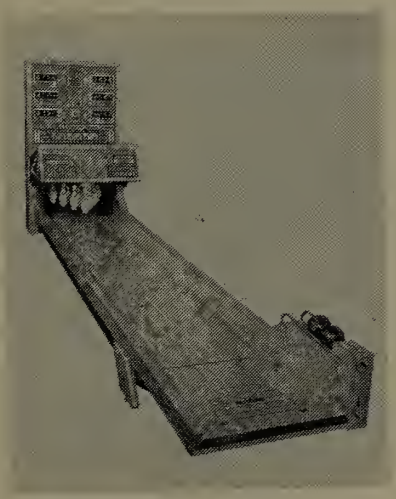
Bally BANK BALL



ChiCoin VARIETY ROLL DOWN



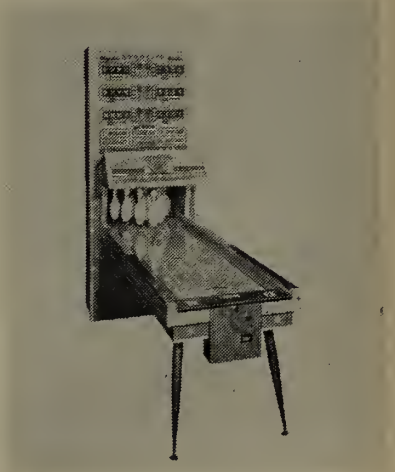
ChiCoin PRINCESS



United FROLICS

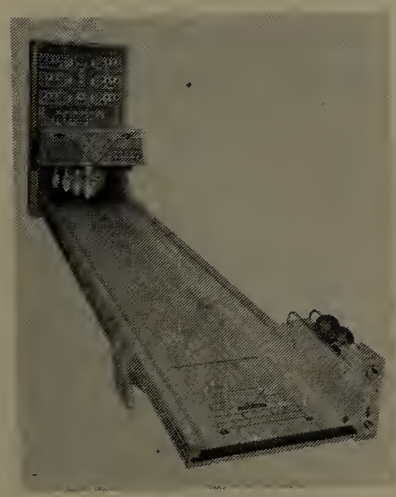
Midway SKEE FUN

SHUFFLE ALLEYS



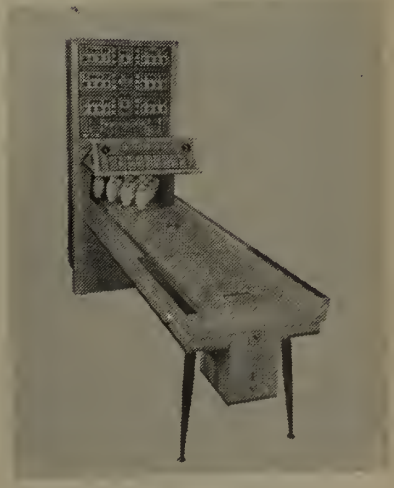
ChiCoin STARLITE

ChiCoin TRIPLE GOLD PIN



United 7-STARS

Bally SUPER SHUFFLE



United VIKING

AMUSEMENT MACHINES JULY 1961 — JUNE 1962

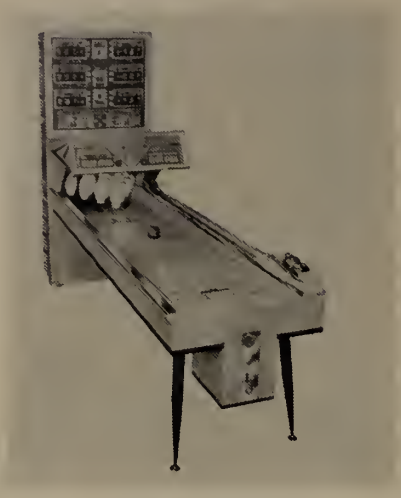
SHUFFLE ALLEYS (Cont'd.)

United CRYSTAL

United DOLPHIN

United GYPSY

SHUFFLE ALLEYS



United SILVER

United PLAYBOY

United AVALON see Page 21

SHUFFLEBOARD

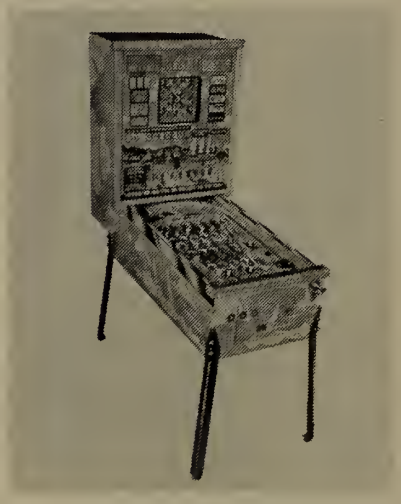
American IMPERIAL

NOVELTY TYPE

Keeney LITE-A-LINE

Midway TARGET GALLERY

IN-LINES



Bally BIKINI

NOVELTY-TYPE

United STARDUST

ChiCoin BULL'S EYE DROP BALL

IN-LINES

Bally LIDO

Bally SHOOT-A-LINE

Bally GOLDEN GATE

Keeney RAINBOW

AMUSEMENT MACHINES JULY 1961 — JUNE 1962

PINBALLS

Gottlieb BIG CASINO

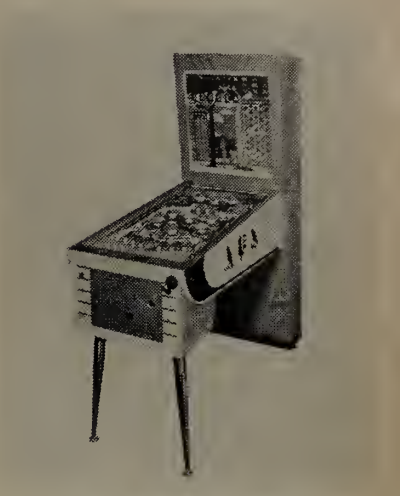
PINBALLS

Gottlieb LANCERS

PINBALLS

Gottlieb TROPIC ISLE

PINBALLS



Keeney STARTIME

Gottlieb FLIPPER CLOWN

Gottlieb ALOHA

Gottlieb EGG HEAD

Keeney EL RANCHO

Gottlieb FLYING CIRCUS

Gottlieb FLIPPER FAIR

Gottlieb FASHION SHOW

Williams 3 COINS

Gottlieb CORRAL

Gottlieb LIBERTY BELLE

Games Inc. SKILL RACE

Williams JOLLY JOKERS

AMUSEMENT MACHINES JULY 1961 — JUNE 1962

PINBALLS (Cont'd.)

Williams COQUETTE

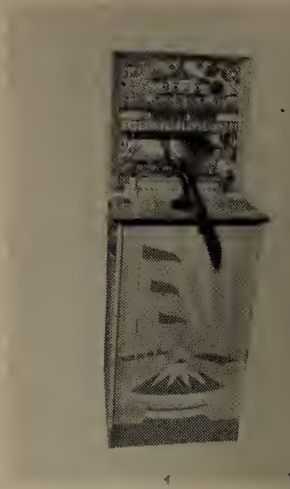
PINBALLS

Williams FRIENDSHIP 7

BASEBALL

Williams WORLD SERIES

GUNS



ChiCoin WORLD'S FAIR RIFL GALLERY

BASEBALL GAMES

Williams TRADE WINDS

Midway DELUXE BASEBALL

Williams EXTRA INNINGS

GUNS

Williams VALIANT

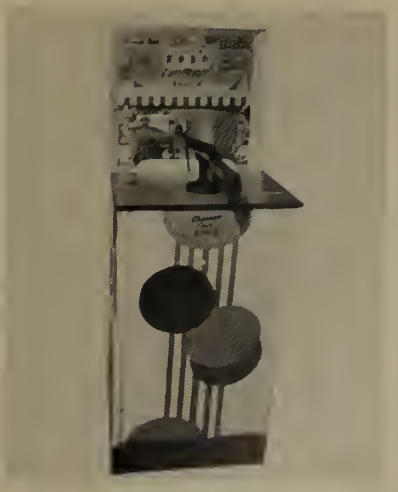
United BONUS BASEBALL

ChiCoin Wild West

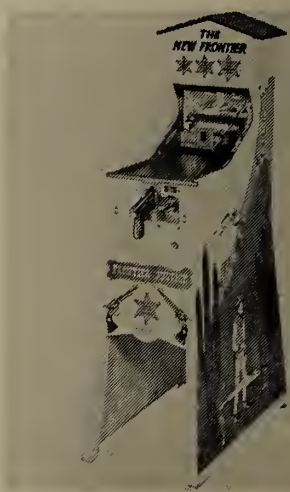
Midway RIFLE GALLERY

Williams KING PINS

United SHUFFLE BASEBALL



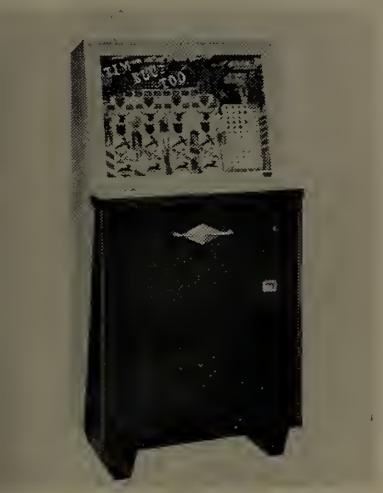
ChiCoin LONG RANGE RIFLE GALLERY



J. F. FRANTZ MFG. CO. 'THE NEW FRONTIER' COUNTER GAME

AMUSEMENT MACHINES JULY 1961 — JUNE 1962

UPRIGHTS

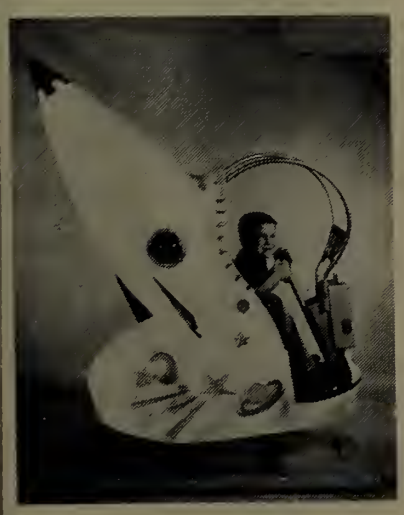


Games Inc. TIM-BUC-TOO

Keeney SUMMERTIME

KIDDIE RIDES

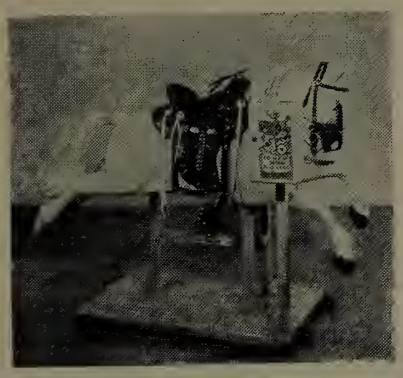
All-Tech Musical Ferris Wheel



All-Tech SATELLITE EXPLORER

KIDDIE RIDES (Cont'd.)

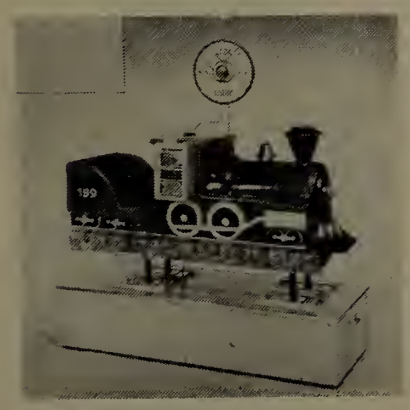
All-Tech INDIAN SCOUT



All-Tech COW PONY

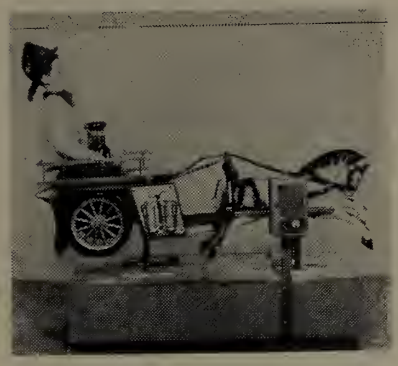
All-Tech STAGE COACH

All-Tech HI-WAY PATROL

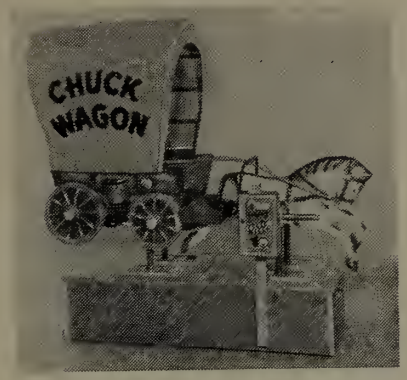


All-Tech SANTA FE EXPRESS

KIDDIE RIDES



All-Tech FIRE ENGINE



All-Tech CHUCK WAGON

Bally CHAMPION

Jack Dolan HORSE RIDE

Jack Dolan KOPTER

KIDDIE RIDES

Jack Dolan MERRY-GO-ROUND

PHOTO MACHINES

Auto-Photo Studio Model 14

Intl. Mutoscope 60's Photomatic

RECORDING MACHINE

Auto-Photo Voice Recorder

AMUSEMENT MACHINES JULY 1961 - JUNE 1962

POOL TABLES

American DIPLOMAT 7

Campbell BUMPER GOLF
4′ x 6′

Fischer CROWN VIII, VII, VI
100″ x 56″, 90″ x 49″, 73″ x 43″

Fischer CORONET 7 and 6
94″ x 49″, 73″ x 43″

Fischer CROWN FIESTA
53″ x 37″

POOL TABLES

Kaye DEL. ELDORADO MARK I
77″ x 45″

Kaye DEL. ELDORADO MARK II
85″ x 47″

Kaye DEL. ELDORADO MARK III
92″ x 52″

Kaye DEL. ELDORADO MARK IV
106″ x 58″

Kaye DEL. SATELLITE
77″ x 45″

POOL TABLES

Kaye DEL. KLUB
56″ x 50″

Valley DELUXE 6-PKT.
Models 750A, 850A, 900A
75″ x 42″ 84″ x 37″
90″ x 50″

Valley SPECIAL
Model 745A—75″ x 42″

Valley REGULATION BUMPER
36″ x 52″

NOVELTY GUN

Dynamic Devices
MR. QUIK-DRAW

BASKETBALL

ChiCoin PRO BASKETBALL

HOCKEY

ChiCoin PRO HOCKEY

SEAL-IN-PLASTIC

Exhibit SEAL-IT

Intl. Mutoscope PLASTI-MATIC

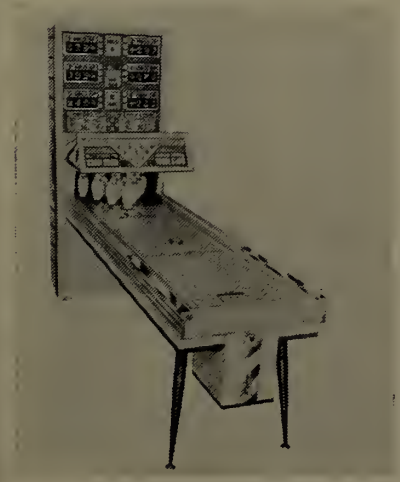
AMUSEMENT MACHINES
continued
JULY 1961 - JUNE 1962

MOVIE MACHINES

Urban PEEK-A-RAMA

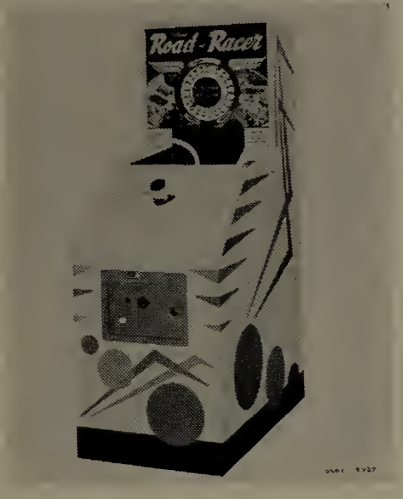
VOICE MACHINE

Intl. Muto. RECORD YOUR VOICE



United AVALON

ROAD TEST



Williams ROAD RACER

NOVELTY

A.V.I. Munves-Mencuri KISSIN' KUPIDS

CARD VENDER

Exhibit CARD VENDER

Directory of Coin Machine Illustrations Begins On Page 8

Last year

This year

Next year

EVERY year

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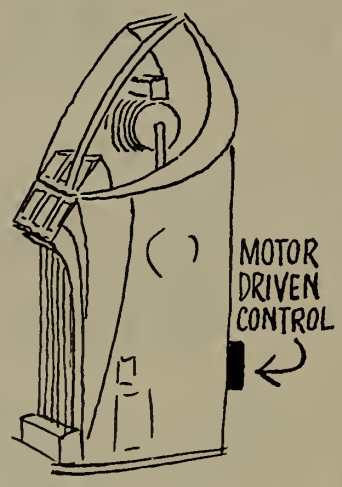

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Symplay are now distributing the Australian built Jubilee range of fruit machines.

Phonograph Distributor Listings Start On Page 22

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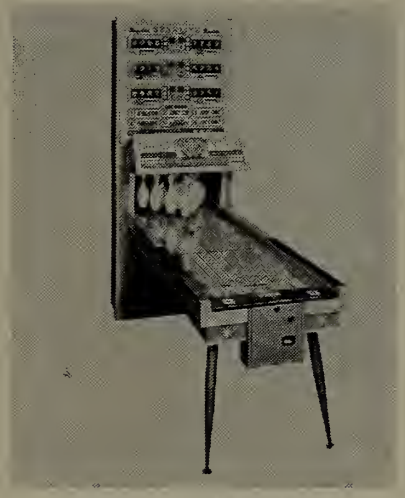
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Amusement Games Distributors Lists Begin On Page 27

1961 ANNUAL COIN MACHINE EXPORT VOLUME REPORT

PHONOGRAPHS

COUNTRY	1961 VOLUME (Jan.-Dec.) Units	1961 VOLUME (Jan.-Dec.) Dollars	1960 VOLUME (Jan.-Dec.) Units	1960 VOLUME (Jan.-Dec.) Dollars
NORTH and CENTRAL AMERICA				
Canada	1206	$ 979,019	970	$ 681,608
Mexico	266	119,869	835	223,485
Guatemala	39	19.307	14	11,106
Br. Hond.	23	.14,130	16	11,326
El Salvador	22	18,354	14	36,351
Honduras	20	15,318	40	25,025
Nicaragua	202	127,306	114	85,305
Costa Rica	28	19,832	121	91,093
Panama	164	62,878	74	59,188
Bermuda	17	5,905	1	660
Bahamas	57	33,886	35	24,821
Jamaica	272	198,596	143	97,063
Haiti	4	1,400	-	-
Dom. Rep.	6	4,415	20	14,506
Lw. Ww. Is.	23	12,188	22	16,090
Barbados	8	4,671	.2	1,647
Trinidad	19	14,168	32	12,065
N. Antilles	17	21,757	10	7,561
F. W. Ind.	5	3,329	-	-
Iceland	6	4,110	-	-
TOTAL	2,404	$ 1,680,438	2,463	$ 1,374,617
SOUTH AMERICA				
Venezuela	456	$ 324,468	478	$ 366,648
B. Guiana	49	25,696	35	19,605
Surinam	6	4,618	-	-
Ecuador	226	156,158	130	96,344
Peru	173	124,535	16	10,520
Chile	217	162,147	155	97,210
Argentina	73	28,526	12	9,805
Colombia	10	1,550	-	-
Bolivia	6	750	-	-
TOTAL	1,216	$ 828,448	826	$ 600,132
EUROPE				
Sweden	202	$ 130,446	104	$ 75,645
Norway	99	66,581	379	254,906
Denmark	81	55,512	191	133,812
United Kingdom	816	518,473	1,116	699,987
Ireland	20	20,979	40	11,564
Netherlands	511	212,538	143	93,916
Belgium	5,363	2,660,690	3,130	2,002,755
France	645	437,472	117	89,684
W. Germany	6,317	3,690,275	5,778	3,750,199
Austria	16	8,997	12	9,899
Switzerland	874	637,798	696	487,652
Finland	55	39,050	12	8,617
Azores	1	900	-	-
Spain	1	748	-	-
Portugal	17	12,601	28	16,648
Malta	12	10,093	9	7,537
Italy	545	350,571	961	343,761
Greece	203	47,030	43	6,775
Turkey	-	-	9	8,072
TOTAL	15,778	$ 8,900,754	12,769	$ 8,001,429
ASIA				
Lebanon	55	$ 22,207	17	$ 10,455
Iran	5	2,645	14	7,364
Kuwait	3	1,790	-	-
India	2	400	-	-
Arabia	4	2,772	1	895
Pakistan	1	731	1	1,350
Thailand	8	3,120	-	-
Fed. Malaya	28	16,255	5	2,175
Philippine Rep.	149	61,184	125	97,170
Korean Rep.	1	500	-	-
Hong Kong	56	30,556	43	33,110
Taiwan	21	17,670	-	-
Japan	573	160,530	15	8,603
Nansei Is.	728	544,767	301	220,763
Ceylon	2	1,800	-	-
Singapore	4	1,700	-	-
Syria	-	-	8	4,477
TOTAL	1,640	$ 868,627	529	$ 388,762
AUSTRALIA				
Australia	213	$ 82,370	235	$ 142,959
New Zealand	21	9,241	7	6,629
T. Pac. Is.	8	6,564	-	-
TOTAL	242	$ 98,175	242	$ 149,588
AFRICA				
Tunisia	2	$ 1,348	-	$ -
O. W. Africa	7	5,576	-	-
Rep. Con.	1	839	-	-
Ethiopia	3	1,500	-	-
Fr. Soml.	1	814	-	-
Br. E. Africa	26	7,903	6	2,256
Mozambique	1	712	-	-
U. So. Africa	50	12,321	3	-
Liberia	12	1,555	-	-
Libya	-	-	1	1,400
TOTAL	103	$ 32,568	10	$ 5,102
GRAND TOTAL	21,383	$12,409,010	16,839	$10,519,630

AMUSEMENT MACHINES

COUNTRY	1961 VOLUME (Jan.-Dec.) Units	1961 VOLUME (Jan.-Dec.) Dollars	1960 VOLUME (Jan.-Dec.) Units	1960 VOLUME (Jan.-Dec.) Dollars
NORTH and CENTRAL AMERICA				
Canada	3,783	$ 790,261	8,024	$ 521,465
Mexico	80	6,306	1,040	108,558
Costa Rica	112	43,900	22	1,782
Panama	524	29,883	2	340
Bermuda	79	26,066	13	2,294
Bahamas	77	10,740	56	26,879
Jamaica	193	28,322	39	8,441
Haiti	11	2,700	-	-
Dom. Rep.	184	28,618	119	7,583
Lw. Ww. Is.	1	780	-	-
Neth. Antilles	33	1,498	43	9,080
Iceland	50	3,025	102	7,536
Cuba	-	-	3	2,250
Barbados	-	-	3	1,592
TOTAL	5,127	$ 972,099	9,466	$ 697,800
SOUTH AMERICA				
Colombia	6	$ 1,359	214	$ 12,300
Venezuela	457	133,714	1,522	278,899
Br. Guiana	11	1,545	-	-
Surinam	13	1,937	-	-
Ecuador	6	1,184	137	39,552
Peru	4	780	-	-
Bolivia	40	687	-	-
Chile	119	46,443	24	10,278
Uruguay	142	16,229	49	4,024
Argentina	363	37,264	109	15,487
TOTAL	1,161	$ 241,142	2,055	$ 360,540
EUROPE				
Sweden	1,586	$ 230,664	1,233	$ 205,765
Norway	20	820	542	67,812
Denmark	1.9	42,483	143	58,923
United Kingdom	6,041	1,728,709	13,215	2,809,580
Ireland	32	5,533	128	24,219
Netherlands	767	182,841	930	140,115
Belgium	8,685	1,912,791	7,486	917,018
France	5,915	2,106,418	1,113	312,359
W. Germany	3,709	1,075,580	2,953	826,189
Austria	31	4,945	-	-
Switzerland	861	319,418	378	131,507
Finland	72	8,481	49	2,866
Spain	39	15,472	21	7,382
Malta	4	1,000	-	-
Italy	1,281	410,691	122	44,449
Greece	198	37,078	35	11,477
Turkey	125	60,583	35	32,605
Azores	-	-	16	7,525
Trieste	-	-	3	2,100
TOTAL	29,485	$ 8,143,507	28,402	$5,601,891
ASIA				
Lebanon	12	$ 3,692	2,475	$ 174,767
Iran	2	200	4	2,800
Jordan	8	900	-	-
Arabia	4	840	-	-
Thailand	269	105,601	85	48,127
Vietnam	5	1,900	16	7,300
Fed. Malaya	174	27,199	16	3,754
Singapore	48	9,544	20	2,000
Philippine Rep.	11	4,115	173	66,443
Korean Rep.	20	6,189	128	37,715
Hong Kong	78	15,284	-	-
Taiwan	17	12,288	32	15,198
Japan	1,379	340,064	217	43,014
Nansei Is.	22	15,685	89	26,543
Syria	-	-	28	2,380
TOTAL	2,049	$ 543,501	3,283	$ 430,041
AUSTRALIA				
TOTAL	815	$ 154,351	2,564	$ 467,569
AFRICA				
Algeria	154	$ 54,284	39	$ 13,155
Tunisia	17	4,590	37	10,400
Egypt	18	21,131	6	1,050
Liberia	4	1,356	-	-
Som. Rep.	4	4,458	-	-
Ethiopia	3	2,234	9	6,243
Br. E. Africa	15	1,845	-	-
Mozambique	45	7,482	-	-
Un. So. Africa	124	24,422	63	13,712
Rhod. Ny.	80	11,460	-	-
Morocco	-	-	55	31,750
Ghana	-	-	15	3,000
TOTAL	464	$ 133,262	224	$ 79,310
GRAND TOTAL	39,101	$10,187,862	45,994	$7,637,151

VENDING MACHINES

COUNTRY	1961 VOLUME (Jan.-Dec.) Units	1961 VOLUME (Jan.-Dec.) Dollars	1960 VOLUME (Jan.-Dec.) Units	1960 VOLUME (Jan.-Dec.) Dollars
NORTH and CENTRAL AMERICA				
Canada	13,695	$ 2,619,087	13,441	$1,729,280
Mexico	157	2,679	334	11,814
Guatemala	8	2,576	-	-
El Salvador	4	876	-	-
Panama	64	3.730	14	4,686
Bermuda	18	5,435	9	4,588
Bahamas	67	7,730	127	50,213
Jamaica	611	102,866	102	44,374
Dom. Rep.	50	5,200	-	-
Lw. Ww. Is.	2	210	-	-
Barbados	2	854	-	-
Trinidad	4	536	-	-
N. Antilles	6	544	38	26,458
F. W. Ind.	2	1,330	-	-
TOTAL	14,690	$ 2,753,653	14,064	$1,871,413
SOUTH AMERICA				
Venezuela	28	$ 6,717	20	$ 7,594
Surinam	12	9,438	2	2,343
Ecuador	50	798	-	-
Peru	12	638	-	-
Uruguay	6	2,755	-	-
Argentina	282	282,581	-	-
Br. Guiana	-	-	20	25,552
TOTAL	390	$ 302,927	42	$ 35,489
EUROPE				
Sweden	426	$ 109,850	380	$ 212,032
Norway	3	1,460	-	-
Denmark	28	16,107	23	10,411
United Kingdom	4,328	540,650	3,688	282,154
Ireland	42	7,526	2	1,960
Netherlands	1,137	122,051	52	10,775
Belgium	1,467	137,000	3,999	58,432
France	306	118,728	96	24,732
W. Germany	4,127	1,094,396	1,690	448,922
Austria	37	16,853	30	9,720
Switzerland	1,511	296,074	529	189,822
Finland	72	16,460	3	2,517
U.S.S.R.	7	10,349	-	-
Spain	6	2,386	-	-
Portugal	1	774	-	-
Italy	1,408	91,524	63	18,198
Greece	101	1,627	-	-
TOTAL	15,007	$ 2,583,815	10,555	$1,269,675
ASIA				
Lebanon	32	$ 15,549	-	-
Iraq	5	1,312	-	-
Thailand	28	360	-	-
Vietnam	20	536	-	-
Fed. Malaya	73	34,713	-	-
Korean Rep.	10	1,000	-	-
Hong Kong	16	6,264	-	-
Japan	255	76,756	-	-
Nansei Is.	110	19,214	16	8,642
Israel	-	-	50	45,000
Singapore	-	-	40	3,216
TOTAL	549	$ 155,704	106	$ 56,858
AFRICA				
Un. So. Africa	-	-	1	$ 1,060
TOTAL	-	-	1	$ 1,060
AUSTRALIA				
TOTAL	642	$ 174,582	686	$ 189,918
GRAND TOTAL	31,278	$ 5,970,681	25,455	$3,424,413

YEARLY COMPARISON

YEAR	UNITS	DOLLARS
1961	91,762	$28,567,553
1960	88,288	21,581,194
1959	85,336	19,185,043
1958	82,510	20,653,085

Analysis of 1961 Annual Export Report Appears Elsewhere In This Section

All statistics prepared for Cash Box by the U.S. Department of Commerce

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ANALYSIS OF 1961 COIN MACHINE EXPORT VOLUME REPORT

GENERAL ANALYSIS

The export business witnessed a record-breaking volume during 1961, the likes of which hasn't been seen before. With $28 1/2 million hitting the scales, almost 100,000 machines were shipped to foreign ports. The increase represented a one-third improvement over 1960 and the statistics which appear in this section would make any annual report look just fine. The gains were spread evenly across the board with phonos, amusements, and vending getting a good share of the increase. Phonos picked up $2 million, games $2 1/2 million, and vending $2 1/2 million—and those are nice round figures. The annual volumes in dollars have moved from $20 million in '58 to the present '61 figures of $28.5. Place those dollars on a bar-graph and the export business looks better than those healthy television numbers they've been flashing around of late. The prime reason for the increase is the growing number of markets taking coin machines. Twenty-one countries took phonos that didn't receive any in '60. Fourteen nations received amusement machines not on record during '60 and twenty-two importers who weren't using vending equipment the previous year were cause enough for the total figure in this area to almost double—just missed $6 million. Argentina and Asia imported large quantities of vendors during '61. With a goose egg for '60, Argentina received more than a quarter-million dollars in vendors from January thru December. The current political situation there could knock this gain for a loop however, and many fingers are crossed. Japan made a name for itself in the vending category, and scored heavily in the games slot as well. A rise of seven times the previous figure verifies earlier forecasts of good business from this nation. The biggest individual gain in any one category was made in Europe in the amusement machine field. Posting a healthy $5.6 million in '60, the Continent scored a resounding $8.1 in 1961, without the aid of the slot machine, a unit that undoubtedly helped the '60 figures. Inside Europe, France made the biggest jump posting almost $2 million of the gain alone. Belgium increase $1 million, and the U.K., land of the slot machine, fell off by $1 million due to the earlier influx of gambling machines. In all, coin machines in general enjoyed its best year yet.

PHONOS

As long as the world continues to appreciate late model and new American juke boxes the export business will continue to thrive. 1961 saw the volume increase by 20% reaching $12.4 million. The biggest gains were made inside Europe where Belgium, France and Switzerland registered big increases. Asia, no slouch these days, went from a previous $388 thousand to $868 thousand, more than double the previous year's volumes. Japan romped to a $160 thousand after a near-nothing in '60. The Nansei Islands, a main receiving port, posted imports on phonos of more than half-a-million dollars and with smaller Asian ports taking in proportionate shares of the imports, the overall figure just naturally reached a new high.

When there are gains, there are almost always losses and for the record here are a list of some of the losers: Mexico, Honduras, Costa Rica, Dominican Republic, Venezuela, Norway, Denmark, U.K., Portugal, Iran, the Philippines and Australia. Each one registered a drop in phono volume during the record-breaking year.

GAMES

The increase in amusement machines from '60 to '61 was eye-opening. A total of $10 million was spent in the purchase of coin-operated games from the USA by approximately seventy nations doing business with American coinmen. The rise was accounted for mostly in Europe, naturally, where the Continental coinmen increased their games volume from $5.6 million to an $8.1 million mark, never before attained. Biggest receivers inside Europe as far as games were concerned were Belgium (up $1 million) France (up a walloping $2 million), and Italy, where much is expected in the future in the way of gains in games imports. Africa posted gains too, and much of the increase was in the area of arcade machines. Although reports do not single out arcade machines as such, it can be reported from reliable sources that much of the equipment going into Africa is for the arcade locations. The continent doubled its intake during '61. Asia managed to come up with a good showing in games, running from an early $430 thousand to the new figure of $543 thousand. Judging from the increase in dollar volume and the decrease in numbers of units, it can be assumed that the quality of the equipment is being traded up while the price, which has been most competitive, remains proportionately the same.

VENDING

The vending export market doesn't enjoy near the broad field of countries as does the phono-game business but it certainly makes up for it in dollar volume and machines. In 1960 the vendors accounted for about $3 1/2 million in overall volume. This past year that figure was increased to close to $6 million. Some gain! 31,278 vendors were shipped to foreign countries and Europe, leader in every category, doubled its intake. Asia tripled earlier figures. Africa dropped out of the running and Australia remained about the status quo.

Biggest gain in Europe was made in Western Germany where the Germans bought more than $1 million worth of vendors during the 12-month period. Last year this figure didn't make the 1/2-million slot. Switzerland was up $100 thousand, Britain doubled its volume, the Netherlands became a major entity, Belgium reached a healthy figure, France continued along its phono-games intake policy and bought more than $100 thousand in machines, and Italy scored with close to $100 thousand.

In South America the picture was about the same, as far as increases go. The early figure of $35 thousand looked for an increase but never expected the $302 thousand that was posted. Main reason for the big jump was Argentina (and they have to try to overthrow the Government!). The dangers of doing business in the Latin-American countries are many, but as indicated in Cuba, the Dominican Republic, and even Colombia, the risks are great but the volume is there for those who care to gamble. In the case of Argentina, money outstanding is in jeopardy. Look for vending to grow at a faster clip than usual.

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Semperstrasse 24
Hamburg 39, Germany

SWITZERLAND
Eric de Stoutz
1 Avenue du Mail
Geneva, Switzerland

SCANDINAVIA
Aktiebolaget Freius Danneman
Grenstigen 9
Lidingo 5, Sweden

PUERTO RICO
Inter American All Coin Amusement Company
2495 N. W. 77th Terrace
Miami, Florida

QUEBEC, CANADA
Laniel Amusements, Inc.
151 Rockland Avenue
Town of Mont Royal
Montreal, Quebec, Canada

WINNIPEG, MANITOBA, CANADA
Monarch Coin Machine Co.
211 Rupert Avenue
Winnipeg, Manitoba, Canada

JENNINGS

JENNINGS MANUFACTURING CO.
CONTACT:
Bankers World Export Co.
1009 E. Baltimore St.
Baltimore, Maryland

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Chicago 32, Illinois.

European Representative:

MAR-MATIC SALES LTD.
9-13 Bourbon Place
London W.1, England

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MIDWAY MFG. CORP.
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Franklin Park, Ill.

Foreign Representatives:

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Hamburg 39, Germany

JAPAN
Utamatic, Inc.
#87, 1-chome Nishi Osaki
Shinagawa-ku
Tokyo, Japan

MILLS

MILLS BELL-O-MATIC INTERNATIONAL CORP.
Leonard Haimes Inc.
Box 319
New York 13, N. Y.

ROCK-OLA

ROCK-OLA MANUFACTURING CORPORATION
800 North Kedzie Ave.
Chicago, Illinois

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New York 5, New York

AUSTRALIA
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257 Broadway
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BRITISH GUIANA
Syeeda Tallim
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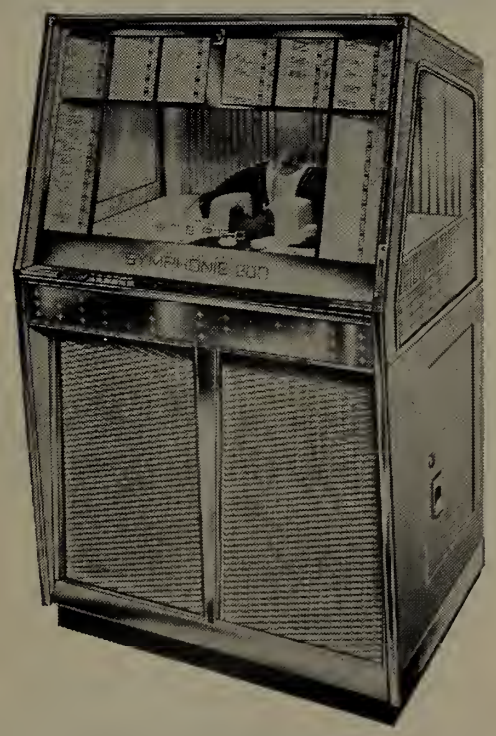

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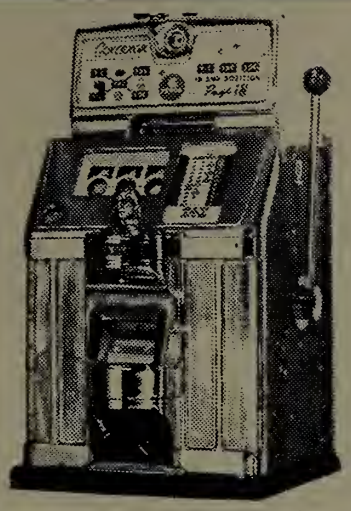

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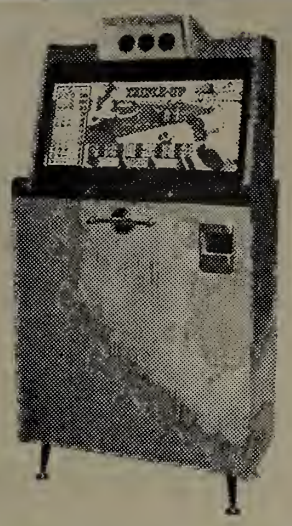

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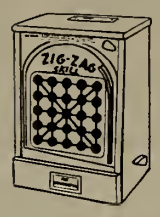

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52" cues—$1.95 ea. 25—$1.50 ea.
57" plastic cues—$3.95 ea. $39.00 doz.
We carry complete line of pool supplies—write for list.

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MARVEL
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Chicago 47, Ill.
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The *Buyers* Read . . .

Cash Box

European Trade Organizations

AUSTRIA
Verband des Osterreichischen Automaten-Gewerbes, Brucknerstrasse 4/8 Wien IV, Dr. Rudolph Rampf.

BELGIUM
U.B.A. UNIE VAN DE BELGISCHE AUTOMATENBRANCHE—UNION BELGE DE L'AUTOMATIQUE,
146 Rue Merodestraat, Bruselles, Mr. Alex Van de Wege.

DENMARK
Foreningen AF Fabrikanter Og Opstillere AF Musikautomater I Danmark.
Lyskaer, 8, Herlev-Copenhagen. Mr. Edwin Jensen.

FRANCE
SYNDICAT NATIONAL DES FABRICANTS D'ELECTROPHONES AUTOMATIQUES
72, Boulevard De Montparnasse, Paris, Mr. Bouzanquet.
Federation Francaise Des Exploitants et Commercants de L'Automatique.
38bis. Rue Vivienne, Paris (2e). Mr. Jean Faraut.
Syndicat National Des Professionels De L'Automatique
104, Boulevard de Clichy, Paris. Mr. Charlot.
Syndicat National Des Importateurs-Exjortateurs D'Appareils Automatiques.
1, Quai de Grenelle, Paris 15e. Mr. Gaillard.

GERMANY
V.D.A.I. Verband der Deutschen Automatenindustrie eV, Koln-Lindenthal, Aachner Strasse 199, Cologne. and W 15, Lietzenburger Strasse 36, Berlin. Contact Dr. Jutzi, Bad Kreuznach, First Chairman; Herr Gunter Wulff, Vice-Chairman, Berlin. (Assoc. of German manufacturers of automatic machines)
ZOA
Zentralverband der Organisationen des Deutschen Automaten Aufstellgewerbes
Koeln, Kaiser-Wilhelm-Ring 6—8
President: Mr. Hasso Loeffler, Cologne
(Central Organization for German operators with association in the 11 countries of the German Federal Republic).
DAGV
Deutscher Automaten-Grosshandels-Verband eV
Hamburg 1, Grosse Baeckerstrasse 3
President: Mr. Heinz Kaestner, Rothhelmshausen Bez. Kassel
(Association of the German wholesalers of automatic machines)
Grosse Baeckerstrasse, 3, Hamburg 1. Mr. Helmut Neuberg.
Verband der Automatenbetriebe e.V.
Eichenstrasse 53, Hamburg 19. 1st President: Mr. Lars K. Skriver (The German Amusement Arcade Owners' Association).

GREAT BRITAIN
AMUSEMENT CATERER'S ASSOCIATION
Gloucester House 19, Charing Cross Road, London W.C.2. Mr. John Singleton.
Amusement Trades Association
72a, Walton Road, East Molesey, Surrey.
P.O.A. The Phonograph Operators Association
76B. Rochester Row. S.W.1. Mrs. L. Shaw.

ITALY
S.A.P.A.R. Associazone Nazionale Noleggiatori Apparecchi Automatici.
Via di Villa Patrizi 10, Roma. Mr. A. Ricardi.
ASSOCIAZIONE NATIONALE NOLEGGIATORI APPARECCHI AUTOMATICI
Pza Buonarotti 24, Milano. Mr. F. de Fendi.

NETHERLANDS
A.U.T.E.X. Bond Van Muziek En Amusementsapparaten.
2e Westewagenhot k, St. Laurenshuis, Rotterdam. Mr. P.H.M. Hoogenbergh.
Music Co-Operation
Rechthuisstraat 8, Rotterdam. Mr. H. J. de Groot.

SWITZERLAND
V.S.A. Verband Der Schweizerischen Automatenbranche
Kasinostrasse 12, Zurich 32, Mr. J. Troxier.

SWEDEN
Sveriges Automatagares Riksforbund
Vanadisplan 5, Stockholm 21, Mr. Van Gyllenpalm.

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match letter on reel with lit playfield letter and hit the target.

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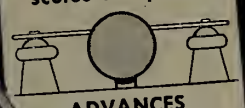

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In Great Britain

Venders Still Haven't Replaced The Tea Break!

LONDON — For Britain, still several years behind the U.S. in the vending field, the past twelve months have been of consolidation rather than growth. However, the enormous vending potential allied with the changing economic conditions—shorter working hours, rising costs in labour, etc.—becomes increasingly apparent. To date the industry has been largely concerned with the supplementary feeding of staffs i.e. hot drinks, cold snacks, confectionery, cigarettes, etc. with the emphasis on retail vending in shops, forecourts and other outside locations. Although there is still very little full line vending to be found in industrial sites in theU.K. there are definite signs of a growing awareness by the catering industry of the importance of vending, particularly in providing meals for night shift workers etc. It cannot yet be claimed that vending machines have superseded the tea break but they are rapidly gaining popularity as early fears by office managers that staff would spend too much time at the machines have proved unfounded. Resistance to vending shown by office and factory management has been responsible for the industry not progressing as quickly as had been anticipated.

Other retarding factors have been the need for improved manufacturer and distributor service and shortage of professional operators. The early faults of the industry have now largely been ironed out and many of the older companies have established themselves whilst several new firms including Automatic Canteen of America and Seeburg (Gt. Britain) Ltd. have entered a healthy and promising market.

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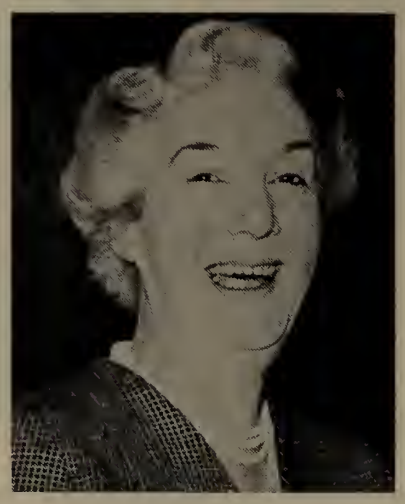
Mrs. Shaw Views The British Coin Scene

Once again we are privileged to publish an article specially written for Cash Box 20th Anniversary Issue by Mrs. Lilian Shaw, Honorary Secretary of The Phonograph Operators Association Ltd. in which she reviews the first six months of 1962 in Great Britain.



LILIAN SHAW
HONORARY SECRETARY P.O.A.

"A feature of Britain's phonograph industry during the first six months of 1962 has been a growing interest in the leasing of equipment. This method of finance is nothing new to America but only in recent weeks has it really gone forward in these Islands. Two leading operators are Equipment Leasing and Mercantile Leasing: the first name is associated with Lease Plan International of New York and the second works in conjunction with U.S. Leasing Corporation. So far there has been no high-voltage switch over though responsible quarters consider that once leasing is popularised it will boost equipment turnover very considerably, and unfold an improved market for both new and re-built phonographs.

The system has a major advantage in that rentals can be wholly offset against tax. To date, it has the disadvantage that no agreement on rates has been achieved. A temporary formula now in use is the proviso that finance charges shall be reviewed each year. If the average of the National Rate over the year has been above the interest rate used when the lease began, no extra charge is made. If the National Rate is lower, the customer gets a rebate. Fixing the actual amount of the rentals is another issue to be stabilised before the amber permanently turns to green. It is not easy, particularly in the case of juke boxes, to fit the original cost of equipment, plus finance charges, within the terms of a reasonably long lease. Obviously, the rate is controlled by the estimated economic life of machines. In the United States, with a speedier obsolescence movement, it is, no doubt, comparatively easy to get coast-to-coast agreed estimates, but in Britain, where Victorian barrel-organs still pick up the old penny, it has so far been impossible to get within actuarial agreement. The aim is to spread cost over as long a period as practical without the user having to continue paying for a machine which has become uneconomic to run. Various formulae are under trial for taking care of the possibility of improved equipment being marketed, which would render leased machines out of date. There is, of course, always the trade-ins, but the slower pace of business currents over here presents difficulties which only experience can solve.

A notable trade change since January has occurred in the country's night clubs. Suddenly, they became much livelier, definite efforts were being made to attract the young instead of the old and tired. The plush of Edwardian period is being replaced by panelling; plain wooden floors are ousting thick pile carpets. Seats are more comfortable and dancing is continuous for eight hours nightly. Bars are open for a similar period and, perhaps more important still, admission fees and drinks are lower. The air is of movement rather than death; of young, active life instead of jaded "expense-sheeters" and the jukebox is benefitting from increased attendances. With big business coming into the motel trade, phonograph turnover has risen in this section, and prospects here may be considered bright. The catering industry, upon which a large proportion of jukebox turnover depends, has not made the progress hoped for. Fourth largest employer of labour in the country, it had the fastest rate of growth in profits of any industry in 1961 but has since failed to maintain this lead. The industry is beset by archaic production practices, though with some fifty new hotels coming out of the ground later this year, it may be moving into a buyer's market where successful personal management, backed by modern amenities, will hold the key to success.

Finding profitable phonograph sites has been extremely difficult. In the past post-war period the tendency has been for stores and offices to absorb residential areas in our towns. People have moved out, creating surburban sprawls. Now, it seems, the process is being reversed. Many towns are renewing their centres. Strenuous efforts are being made to prevent the situation, so often seen today, where bustling activity is replaced by silent, deserted streets after business hours. Developers with large available funds are knocking on the doors of local authorities for powers to erect new centres that will give the widest possible range to trade, including taverns, restaurants, cafes, bowling alleys, dance halls, casinos and other entertainment amenities. American operators will appreciate that these moves make location problems very fluid. Relations between the phonograph industry and disk manufacturers have not been working too well. The latter failed to pass on tax reductions and have shown a persistent eagerness to seize every opportunity of raising their own prices to the detriment of their customers. In fairness, however, it should be recorded that record makers have given substantial co-operation in joint proposals for improvement of programmes.

Speaking generally, juke turnover has remained fairly constant over the six months. It can be reasonably asserted that the industry is settling down nicely, becoming more 'respectable,' more 'normal.' Over the years the trade association (P.O.A.) has had to fight the conservatism and prejudice which seep through the social strata of these Islands, but with the legalisation of gambling casinos, bingo halls and fruits, the phonograph has arisen in status to become the most innocent and desirable of all coin-operated amusement equipment. Last week, for instance, when opening a new youth centre, Wilfred Noyce, Everest climber, author and former Charterhouse master said "The new centre, with its coffee bar and jukebox is a sociological challenge, aimed at bringing the hitherto 'unclubbable' onto its circle of activities." Two years ago, for a distinguished speaker to recognise and classify a jukebox in this manner would have been positively unthinkable. It is too early to evaluate the effect, if any, on phonograph takings in sites where casinos have been or are being opened. First splash from the new luxury bingo halls lowered 'takes' within limited areas, but reports now coming in from operators affirm resumption to normal. Two momentous decisions are awaited by the trade with some measure of trepidation—Common Market and Decimal Coinage. With these two major problems in the balance, it would be risky to forecast the rest of the year. There remains a steady, though increasingly selective market over here, which merits serious attention by phonograph manufacturers and distributors. The best cliche heard so far this year—"Business is primarily the function of finding out what a customer wants and seeing that he gets it."

JOBBERS and DISTRIBUTORS

LISTED BY STATES

ALABAMA

Birmingham
Birmingham Vending Co., 540 2nd Ave., N.
H. C. Clarkson, 2003 Crestmont Dr.
Jefferson Music Co., 19th & 7th
Wolfe Dist. Co., 2003 Crestmont Dr.

Montgomery
Franco Novelty Co., 24 N. Perry St.

ALASKA

Anchorage
M. J. Stanley Co., P.O. Box 256

Fairbanks
Alaska Music Co., Box 1234

ARIZONA

Phoenix
City Music Co., 4502 N. 32nd St.
Copper State Amusements, 921 N. 6th St.
Garrison Sales Co., 1000 W. Washington
Minthorne Music Co., 923 E. McDowell
Valiant Amuse., Inc., 3129 E. McDowell Rd.

Safford
Gila Elec. & Music Co., 406 Main St.

Tucson
Arizona Amusement & Vending Co., 848 No. 4th Ave.
Canyon States Dist. Co., 301 E. 7th St.
Falcon Auto Inc., 727 So. Campbell Ave.
Paul W. Hawkins, 329 E. 7th St.

ARKANSAS

Fayetteville
Tri-State Sales Co., 315 Rollston St.

Little Rock
Little Rock Amusement Co., 105 W. 13th St.
Standard Aut. Dist. Co., 805 Broadway

CALIFORNIA

Los Angeles
American Coin Mach. Co., 2962 W. Pico Blvd.
Badger Sales Co., Inc., 2251 W. Pico Blvd.
Irving Bromberg Co., 8313½ W. 3rd St.
R. F. Jones Co., 1269 So. Figueroa
Duarte Int. Sales Co., 835 E. 31st St.
The Seeburg Dist. Co., 2920 W. Pico Blvd.
C. A. Robinson & Co., 2301 W. Pico Blvd.
Paul A. Laymon, Inc., 1429 W. Pico Blvd.
Simon Dist. Co., 2833 W. Pico Blvd.
The Wurlitzer Co., 2920 W. Pico Blvd.

Modesto
Patton Music Co., 611 Eye St.

San Francisco
Advance Automatic Sales Co., 1350 Howard St.
Emarcy Dist. Co., 813 Folsom St.
Golden Gate Novelty Co., 2293 Mission St.
Huber Dist. Co., 1118 Howard St.
R. F. Jones Co., 240 Shotwell St.
Nobro Novelty Co., 142 Dore St.

Santa Rosa
Coin Machine Service, Inc., 422 Wilson St.

Turlock
Patton Music Co., 132 So. Center St.

COLORADO

Denver
Draco Sales Co., 2005 W. Alameda Ave.
J. R. Harris Co., 3650 Tejon St.
R. F. Jones Co., 1314 Pearl St.
Midwest Music Co., 3850 Mariposa St.
Modern Dist. Co., 3222 Tejon St.
Mountain Distributors, 3630 Downing St.
Thompson Dist. Co., 1314 Pearl St.

CONNECTICUT

Hartford
Atlantic New York Corp., 171 Park Ave.
General Amusement Game Co., 187 Park St.
Reliable Coin Machine Co., 184 Windsor St.
Runyon Sales Co., 306 Tolland St.

FLORIDA

Jacksonville
Bush International, Inc., 60 Riverside Ave.
Southern Music Dist. Co., 2465 Harper St.
Taran Dist., Inc., 90 Riverside Ave.
Wolfe Dist. Co., 310 Riverside Ave.

Miami
All Coin Amusements 2495 N.W. 77th Terr.
Bush International, Inc., 286 N. W. 29th St.
Eli Ross Dist., Inc., 852 N.W. 71st St.
Schwartz Dist. Co., 1800 S. W. 17th St.
Supreme Dist., Inc., 418 SW 8th Ave.
Taran Dist., Inc., 3401 N.W. 36 St.

Orlando
Southern Music Dist. Co., 503 W. Central Ave.
S. L. Stiebel Co., Inc., 635 W. Main St.

GEORGIA

Atlanta
Friedman Amusement Co., 1235 Techwood Dr. N.W.
G. K. Gabrielson The, 724 Memorial Dr., S.E.
Peach State Music Co., 130 Boulevard N.E.
Robinson Dist. Co., 321 Edgewood Ave., S.E.
Sparks Specialty Co., 105 Edgewood Ave. N.E.
Variety Dist. Co., 585 Grant St., S.E.

Macon
Heath Dist., 3253 Vineville Ave.
Peach State Music Co., 624 New St.

HAWAII

Honolulu
R. F. Jones Co., 841 Halekauwila
Service Games, Inc., 210 Mokaeua St.

Wahiawa, Oahu
Auto. Vend. Mach. Co., P.O. Box 186

IDAHO

Pocatello
Dan The Music Man, 1229 N. Main St.

ILLINOIS

Chicago
Allied Coin Mach. Co., 2646 W. Pratt
AMI Sales Co., 6219 N. Ravenswood Ave.
Atlas Music Co., 2122 N. Western Ave.
Champion Dist. Co., 3451 N. Milwaukee
Coven Music Corp., 3181 Elston Ave.
Donan Dist. Co., 2633 N. Milwaukee Ave.
Empire Coin Machine Exch., 1012 Milwaukee Ave.
First Dist. 1748 W. North Ave.
Globe Dist. Co., 1623 N. California Ave.
Merit Industries, 7312 So. Halstead St.
Monarch Coin Machine Co., 2257-59 N. Lincoln Ave.
National Coin Machine Exch., 1411-13 Diversey Bl.
Purveyor Dist. Co., 4324 N. Western Ave.
Seeburg International, Inc., 925 W. No. Ave.
Tower Dist. Co., 1725 W. Division St.
Trans-World Trading Corp., 185 N. Wabash Ave.
World Wide Dist., Inc., 1142 S. Wabash Ave.

Moline
Hallgren Dist Co., 1626 3rd Ave.

Rockford
Midwest Dist. Co., 208 N. Madison St.

INDIANA

Evansville
Automatic Amusement Co., 1000 Pennsylvania St.
Carl J. Speis Co., P.O. Box 3133
S. L. Stiebel Co., 12-16 N.W. 6th St.

Fort Wayne
General Sales Co., 1416 S. Calhoun St.
Lee Sales Co., Inc., 1815 S. Lafayette

Indianapolis
Associated Dist., Inc., 210 S. Meridian St.
Calderon Dist., Inc., 433 N. Alabama
Fountain Sq. Music, 1117 Prospect
Lew Jones Dist. Co., 1301 N. Capitol
J. & J. Dist., 1661 W. 16th
Sicking Co., 1312 N. Capitol Ave.
Southern Automatic Music Co., 6919 Caroline Ave.
Fountain Square Music, 1117 Prospect

IOWA

Ankeny
Lamberti Music Co., 605 Walnut St.

Des Moines
Atlas Music Co., 1120 Walnut St.
Philip Moss & Co., 1420 Walnut
Sandler Dist. Co., 110 11th St.
Superior Sales Co., 1337 2nd Ave.

Dubuque
Dubuque Coin Machine Co., 1456 O'Hagen St.

KANSAS

Manhattan
Bird Music Co., Inc., 126 Poyntz Ave.

Wichita
United Dist., Inc., 902 W. Second

KENTUCKY

Covington
Lew Jones Dist. Co., 329 W. 9th St.

Lexington
Southern Automatic Music Co., Inc., 1535 Delaware Ave.

Louisville
B. B. Novelty Co., Inc., 715 W. Main
H. M. Branson Dist. Co., 814 E. Bway
Co-operative Dist. Co., 219-221 E. Market St.
Southern Automatic Music Co., Inc., 735 S. Brook St.
S. L. Stiebel Co., Inc., 635 W. Main St.

(Continued on page 47)

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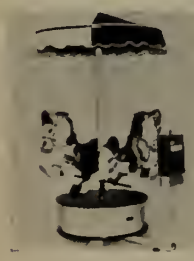
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RECORDS SPARE PARTS ACCESSORIES SUPPLIED TO LOCAL TRADE

Nogar Of Mar-Matic Sees Sales Increase

LONDON—Mr. Nogar of Mar-Matic Sales Ltd. reports a record year with greatly expanded sales capacity necessitating an increase in factory production and frequent air lifting of equipment to meet the urgent demands. As far as Jennings machines are concerned the heavily chromed Governor with its recently added engineering features has proved an immediate success. A contributory factor to the present boom is the recent but universal acceptance, by working men's clubs, of this proven breadwinner. Generous hire purchase terms offered by all distributors have also stimulated Jennings sales.

Another aspect of the trend in business is the increasing popularity of the Keeney Triple Up, the all-electric trouble-free fruit machine. Mar-Matic will shortly be introducing two new Keeney machines—The Rainbow, a bingo type ball machine giving instantaneous and responsive scoring; and the two-player Roll-a-Line featuring a kicker bar for positive ball control.

A self contained electronic "screeching" alarm is being installed by Mar-Matic into all machines. Activated simply by the motion of the machine results have been sufficiently rewarding to justify Insurance Writers lowering the rates of insurance on fruit machines.

AINSWORTH GETTING ITS SHARE OF MKT.

LONDON — Ainsworth Consolidated (Great Britain) Ltd. whose claims include the introduction of front opening for fruit machines, nylon star wheels and the spring loaded stopping action, continue to improve their models to satisfy all markets. The company are taking a very fair share of the current boom enjoyed by established and reputable fruit machine manufacturers.

General Manager Hal Eldridge reports that the Arcadian 1d play has met with considerable success in arcades where it is absolutely essential that machines be used continuously in view of the short season at most British seaside resorts. The full range of Aristocrat machines are concentrated around the 'Sheerline' design although the Company is still producing the Clubmaster.

The London company has been responsible for the marketing of Aristocrat range of machines throughout the European and Mediterranean countries, whilst the manufacturing company in Australia has representatives actively operating throughout the world.

Seeburg Fares Well After UK Premiere

LONDON—Seeburg (Great Britain) Ltd. has now been operating in this country for eight weeks and is the latest affiliated company of Seeburg, Chicago to be set up in Europe through their holding company Serose Ltd. of Switzerland. The purpose of the company is to market the complete range of Seeburg equipment which includes phonographs, background music and complete range of automatic vending machines. On the music systems side a very close association will be continued with the Ditchburn Organisation who, until now have held exclusive distribution rights in the U. K.

Plans for the immediate future include the introduction of the Seeburg range of vending machines all of which are entirely new to this country. A coffee vendor, the Bally, which brews freshly ground coffee a cup at a time—already a proven leader in this kind of equipment in the United States; Choice-Vend range of bottle and can vending machines offering selections from 72-250 bottles or 390 cans; a solo cigarette machine and a sweets and snack vendor, both of which incorporate some very outstanding features.

Second Blackpool Show To Be Held In Dec.

BLACKPOOL—The second Northern Amusement Equipment and Coin Operated Machine Exhibition will be held at the Olympia Winter Gardens, Blackpool, from December 4th to 6th 1962. Organisers, Jack D. Rose (Exhibitions) Ltd. report that due to the success of last year's inaugural show and, at the request of exhibitors, it is proposed to make the exhibition an annual event.

Already a number of last year's exhibitors have booked space and in some cases larger sites have been taken. However, with the whole of the Winter Gardens at their disposal, the Organisers can easily accommodate all applicants. It is hoped that the three-day event will once again provide an excellent opportunity for manufacturers, agents, distributors of amusement equipment, automatic machines, vending machines etc. to display and sell their products to the vast number of potential buyers in the North of England, Scotland, The Isle of Man and Ireland.

Phono. Equip. Acquires New Factory

LONDON — Phongraphic Equipment Ltd. main distributors of Bally, Sega, Williams and Wurlitzer, report fantastic sales on all fronts. An insatiable demand for Sega fruits, both 1d and 6d play, confirms the current boom in this type of equipment. Williams pin tables are in demand and shipments of the Wurlitzer 2600 phonograph are now coming in regularly.

After nine years in business, Phonographic Equipment, have recently acquired a new factory which should be completed by the end of the year. The building covers an area of 14,000 square feet and will contain automatic hoist lifts, spray shop, offices, canteen and elaborate ground floor showrooms—all air conditioned. Their present home will be retained for storage purposes.

Canteen Uses 14 Europe Distribs

LONDON—Automatic Canteen Company (Great Britain) Ltd., U.K. subsidiary of the Automatic Canteen Company of America, are successfully marketing AMI phonograph equipment through a team of 14 distributors. Each distributor besides operating many hundreds of machines, offers new AMI equipment, reconditioned Bal Ami juke boxes, spare parts and service.

The Automatic Canteen Company Ltd. also produces the hot drink machine which is being installed in industrial locations all over the world.

US Manufacturers and World Wide Representatives Lists Begin On Page 37

JOBBERS and DISTRIBUTORS

LISTED BY STATES

(Continued from page 45)

LOUISIANA

New Orleans
A. M. Amusement Co., 1025 Baronne St.
A.M.A. Dist., Inc., 500 Magazine St.
C. & M. Specialty Co., 832 Camp St.
Coin Mart, 1055 Baronne St.
Crown Novelty Co., Inc., 1055 Baronne St.
The Double A Amuse. Co., 341 N. Galvez St.
F. A. B. Dist. Co., 1019 Baronne St.
General Dist. Co., 1609 Orleans Ave.
J. H. Lynch Co., Inc., 1601 So. Gayoso
Lynch & Zander, 7228 Earhart Blvd.
New Orleans Novelty Co., 1055 Dryades St.
J. H. Peres Dist. Co., 922 Poydras St.
Space Dist. Co., Inc., 712 Clairborne Dr.
Wolfe Dist. Co. Inc., 832 Baronne St.

Shreveport
S & H Novelty Co., 1550 Bolinger

MARYLAND

Baltimore
A. & A. Coin Machine Co., 715 Ensor St.
Chris Novelty Co., 2330 Hollins St.
Double-U Sales Corp., 2515 Frederick Ave.
Eastern Dist., Inc., 140 Mt. Royal Ave.
General Vending Sales Corp., Howard and Biddle Sts.
State Sales & Ser. Corp., 1005 E. Baltimore
Winters Dist. Co., 2612 Hartford Road

MASSACHUSETTS

Boston
Atlas Distributors, 1024 Commonwealth Ave.
Intl. Vending Corp., 1028-A Commonwealth Ave.
Trimount Coin Machine Co., 40 Waltham St.
The Wurliter Co., 78 Brookline Ave.

Brighton
Redd Dist. Co. Inc., 126 Lincoln St.

MICHIGAN

Buchanan
Fabiano Amuse. Co., 109 Liberty Ave.

Dearborn
Martin and Snyder & Co., 12727 W. Waeser

Detroit
Angott Dist. Co., 2616 Puritan Ave.
Empire C.M. Ex., 7743 Puritan Ave.
Fabiano Dist. Co., 7001 Fenkell Ave.
Gay-Coin Distributors, 4866 Woodward Ave.
Henry C. Lemke, 1047 E. Grand Blvd.
Miller-Newmark Dist. Co., 5743 Grand River
Music Systems, Inc., 14561 Livernois

Grand Rapids
E. & R. Sales Co., 1732 Monroe, N.W.
The Miller-Newmark Dist. Co., 42 Fairbanks, N.W.

Kalamazoo
King-Pin Equipment Co., 826 Mills St.

Lansing
Music Systems, Inc., 812 Hamilton

Pontiac
Wolverine Entertainers, Inc., 1782 Pontiac Dr.

St. Ignace
Henry Nelson, St. Ignace, Mich.

MINNESOTA

Duluth
Twin Ports Sales Co., 226 Lake Ave., So.

Faribault
Gopher Sales Co., 601-603 Central Ave.

Minneapolis
Atlas Sales Co., Inc., 720 S. 4th St.
Brown Brothers, 410 12th Ave. No.
Lieberman Music Co., 257 Plymouth Ave., N.
S. L. London Music Co., Inc., 2605 Hennepin
Sandler Dist. Co., 405 Plymouth Ave., N.

St. Paul
Automatic Games Supply Co., 1934 University Ave.
Mayflower Dist. Co., 2227 University Ave.
Midwest Novelty Sales Co., 777 University Ave.
Paster Dist. Co., 2227 University Ave.

MISSISSIPPI

Biloxi
United Novelty Co., Inc., Box 126

Greenwood
LeFloie Music Co., 712 George St.

Jackson
Capitol Music Co., 135 E. Amite St.
United Dixie Co., Inc., 106 Minerva St.

MISSOURI

Kansas City
Advance Music Co., 1606 Grand Ave.
Automatic Coin Machine Co., 13 W. Linwood
B&G Amusement Co., 3113 Gillham Rd.
Mid-West Dist., 709 Linwood Blvd.
Sutherland Dist. Co. Inc., 2710 McGee Hwy.
Uni-Con Dist. Co., 3410 Main St.
W. B. Music Co., Inc., 2900 Main St.

St. Louis
Arrow Nov. Co., Inc., 2852 Sidney St.
Brandt Dist. Co., Inc., 1809-11 Olive
Central Dist., 2315 Olive St.
Geo. Glass Dist. Corp., 1901 Delmar Blvd.
Ideal Novelty Co., 2823 Locust St.
McCall Novelty Co., 2315 Olive St.
Midwest Dist. Co. 1917 Delmar
J. S. Morris & Sons Novelty Co., 4722 Delmar
Morris Novelty Co., Inc., 3007-09 Olive St.
Musical Sales Co., Inc., 2334 Olive St.
Reel Dist. Co., 4910 National Bridge
Rite-Way Distribs., 1916 Washington Ave.
J. Rosenfield Co., 4701 Washington Blvd.
W. B. Dists., Inc., 1012 Market St.

Lemay
NBC Distributing Co., 780 Lemay Jerry Rd.

MONTANA

Billings
Direct Sales Co., 2513 Montana Ave.

Butte
H. B. Brinck, 825 E. Front St.

Havre
Pete L. Weyh Co., P.O. Box 927

Helena
Capitol Music Co., 222 E. Lynsdale

NEBRASKA

Omaha
Central Music Dist. Co., 1209 Douglas St.
H. Z. Vending & Sales Co., 1206 Douglas St.
Lieberman Music Co., Inc., 809 So. 25th St.
United Products, 201 So. 13th St.

NEW JERSEY

Elizabeth
Seacoast Dists., Inc., 1200 North Ave.

Newark
Atlantic New York Corp., 772 High St.
Irving Morris, Inc., 145 Frelinghuysen Ave.
Runyon Sales Co., 221 Frelinghuysen Ave.
R & Y, 131 Clinton Ave.

No. Bergen
Betson Enterprises Inc., 3726 Tonnelle Ave.

Union City
Betson Enterprises, 1706 Manhattan Ave.

NEW MEXICO

Albuquerque
Border-Sunshine Nov. Co., 2919 4th St., N.W.

Las Cruces
Consolidated Music Co., 1062 No. 7th St.

NEW YORK

Albany
Bilotta Dist. Co., 1226 Broadway
Davis Dist. Co., 1056 Broadway
Greco Bros. Amuse. Co., Inc., 1288 B'way.
Universal Vendors, 788 Broadway

Binghamton
Binghamton Amusement Co., Inc., 221 Main St.

Brooklyn
American Vending Co., 2684 Coney Island Ave.
Herman Dist. Co., Inc., 1505 Coney Island Ave.

Buffalo
Clare Enterprises, Inc., 5939 Main St.
Davis Dist. Corp., 1231 Main St.
Sheldon Sales, Dist. Inc., 881 Main St.
N. J. Steinke Co., 731 Main St.

Elmira
Joy Automatic, 108 E. Church St.

Glasco
Greco Bros., Box 94

Glen Falls
Witham Enterprises & Asso., 20 Cunningham Ave.

Great Neck
L.I. National Sales, 243 N. Blvd.

Hudson Falls
Henry C. Knoblauch & Sons, 7 Broad St.

Newark
Bilotta Dist. Co., 224 N. Main

(Continued on page 48)

NEW ENGLAND'S LEADING COIN MACHINE DISTRIBUTOR

Redd Distributing Company, Inc.

EXCLUSIVE FACTORY DISTRIBUTORS FOR

SEEBURG The phonograph which offers operators a money-making merchandising program to earn the greatest profits, and a depreciation schedule which guarantees maximum trade-in value!

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ELIZABETH, NEW JERSEY BI 8-3524

JOBBERS and DISTRIBUTORS

LISTED BY STATES

NEW YORK (Cont'd.)

(cont'd from page 47)

New York
Atlantic New York Corp., 843 Tenth Ave.
Lipsky Dist., Corp., 607 Tenth Ave.
Dave Lowy & Co., 602 Tenth Ave.
Mike Munves Corp., 577 Tenth Ave.
Runyon Sales Co., 593 Tenth Ave.
Seaboard New York Corp., 843 Tenth Ave.
Albert Simon, Inc., 587 Tenth Ave.
United East Coast Corp., 583 10th Ave.
West Side Dist. Corp., 612 Tenth Ave.
A.V.I. Dist. Co., 604 Tenth Ave.
R. H. Belam Co., 23 East 26 St.

Rochester
Davis Dist. Dist. Corp., 319 Alexander St.
Flower City Amuse. Co., 151 Unlversity Ave.

Syracuse
Davis Dist. Corp., 738 Erie Blvd., E.
Rex-Bilotta Dist Co., 821 S. Salina St.

Utica
Victor Conte, 1001 Lansing St.

NORTH CAROLINA

Charlotte
Brady Dist. Co., 1900 W. Moorehead St.
LeStourgeon Dist. Co., Inc., 2828 South Blvd.
The Seeburg Dist. Co., 801 S. Cedar St.

Durham
Steel Music Co., 218 E. Parrish St.

Fayetteville
Music Dists., Inc., 213 Franklin St.

Raleigh
Bishop Music Co., 1216 S. Saunders
Pierce Music Co., 415 East Martin

Reidsville
Trent Bros. Music Co., 708 N. Scales St.

NORTH DAKOTA

Bismarck
Dakota Music Corp., 912 Arthur Dr.

OHIO

Bridgeport
Automatic Music Co., 703 Main St.

Byesville
Vernon Yontz Sales Co.

Canton
Stark Novelty Co., 239—30th St., N.W.

Cincinnati
Bigner Music, Inc., 2345 Quebec Rd.
Royal Dist. Co., 2070 Seymour Ave.
Shaffer Music Co., 1889 Central Parkway

Cleveland
Cleveland Coin Machine Exch., Inc., 2029 Prospect Ave.
Lake City Amusement Co., 4533 Payne Ave.
Monroe Coin Machine Dists., Inc., 2423 Payne Ave.
Shaffer Music Co., 2126 E. 21st St.

Columbus
Central Ohio Coin Machine Exch., 854 N. High St.
Royal Dist. Inc. 1112 High St.
Shaffer Music Co., 849 N. High St.
University C. M. Exch., 858 N. High St.

Toledo
Cleveland C. M. Exch., Inc., 1827 Adams St.
Music Systems, Inc., 1302 Jackson Ave.
Toledo Coin Machine Exch., 814 Summit St.

Youngstown
J. & M. Novelty Co., 5555 Mahoning Ave.

OKLAHOMA

Oklahoma City
Atkins Music Co., 233 S. W. 29th St.
Automatic Music Dist., Inc., 900 N. Western Ave.
Boyle Amusement Co., 522 N. W. Third St.
Culp Dist. Co., Inc., 614 W. Grand
Dickson Dist. Co., 631 W. California Ave.
Rice Music Co., 611 N. Hudson

Tulsa
Automatic Music Co., 1214 W. Archer St.
H. W. Dolph Dist. Co. 2239 E. 6th St.
Tulsa Automatic Music Co., 1214 W. Archer St.

OREGON

Portland
Dunis Dist. Co., 1003 S. W. Front St.
Michael Dist. Co., 1200 S. E. Morrison
Northwest Sales Co., 1040 S. W. 2nd Ave.
Western Dists., 1226 S. W. 16th St.

PENNSYLVANIA

Erie
Mickey Anderson, 314 E. 11th St.

Harrisburg
D & L Coin Mach. Co., 414 Keiker St.

Moosic
Sterling Service, Rocky Glen Park

Philadelphia
Active Amusement Machine Co., 666 N. Broad St.
Banner Specialty Co., 1641 N. Broad
Block Marble Co., 1425 N. Broad St.
Central Vend. Mach. Ser. Co., 6011 Baltimore
Eastern Music Systems, 334 N. Broad St.
General Coin Machine Co., 929 Spring Garden St.
International Amusement Co., 806 N. Broad
Lehigh Specialty Co., 826 N. Broad St.
Model Dist. Co., 4830 No. Front St.
Penn Coin-O-Matic Corp., 821 N. Broad St.
Rake Coin Machine Exch., 609 Spring Garden St.
David Rosen, Inc., 855 N. Broad St.
Scott-Crosse Co., 1732—42 Fairmont Ave.
S & K Dist. Co., 3608 Powelton Ave.
Veedco Sales Co., 2124 Market St.

Pittsburgh
Atlas Music Co., 2217 Fifth Ave.
Banner Specialty Co., 1508 Fifth Ave.
Coin Machine Dist. Co., 500 N. Craig St.
B. D. Lazar Co., 1635 Fifth Ave.
Music Dist. Co., 1945 Fifth Ave.
Oak Sales Co., 2033 Fifth Ave.
Pittsburgh Coin Machine Exch., 2203 Fifth Ave.

Scranton
Active Amuse. Machines Co., 1141 Catouse Ave.
Scott Crosse Co,. 1101 Pittston Ave.

Wilkes-Barre
Roth Novelty Co., 54 N. Pennsylvania Ave.

Williamsport
Williamsport Electronics and Televisison Co., 233-35 W. Third St.

SOUTH CAROLINA

Columbia
Friedman Amuse. Co., Inc., 2009 Main St.
G. K. Gabrielson & Co., 2608 Main St.
Peach State Trading Co., Box 1482
Sparks Specialty Co., 1309 Taylor St.

SOUTH DAKOTA

Pierre
Gordon Strout, Box 4

TENNESSEE

Chattanooga
Chattanooga C. M. Co., 1820 Rossville Ave.
Dixie Amusement Co., 912 Houston St.
Sadikoff Sales Co., 142 No. Market St.
Shearer Amusement Co., 11 West Park

Knoxville
Roanoke Vend. Exch., Inc. 313 W. Depot Ave.

Memphis
Consolidated Amuse. Co., 1269 Madison Ave.
S. & M. Sales Co., 1074 Union Ave.
Sammons-Pennington Co., 1049 Union Ave.
Southern Amusement Co., 628 Madison Ave.
Standard Aut. Dist. Co., 1269 Madison Ave.
Willlams Dist. Co., 1117 Union Ave.

Nashville
H. & N. Dist. Co., 313 Seventh Ave., So.
Hermitage Music Co., 400 So. 4th Ave.
Parker Dist. Co., Box 1281
Rock City Amuse. Co., 108 Lafayette St.
Sanders Dist. Co. 6128th Ave. So.
Frank Swartz Sales Co., 515-A Fourth Ave., S.
T. W. Amusement Co., 3104 Clarksville H'way
Ten-Tucky Ser. Inc., 313 7th Ave. So.
Triangle Music Co., 206 W. Magnolia

TEXAS

Dallas
Coin Machine Ex., 1321 Chemical
Commercial Music Co., 1550 Edison
O'Connor Co. Inc., 9030 Directors Row
Southern Vending Co., 1405 Turtle Creek Blvd.
State Music Dist., 3100 Main St.
Walbox Sales Co., 3909 Main St.

(Continued on page 49)

JOBBERS and DISTRIBUTORS

(Continued from page 48)

TEXAS (Cont'd.)

Fort Worth
Fort Worth Amusement Co., 309 Ellison Bldg. 103 Main St.

Houston
Amusement Distrihutors, Inc., 1615 St. Emanuel
H. A. Frantz & Co., 606 Dennis
H & H Dist. Co., 1820 Leland Ave.
Steele Dist. Co., Inc., 2617 Leeland
R. Warncke Co., 3445 Leeland Ave.
Bill Williams, 3300 Louisiana Ave.

Mineral Wells
Wallace Dist. Co., Box 75

Odessa
Sheffield Music Co., 1401 Maple St.

San Antonio
Commercial Music Co., Inc., 1415 So. Flores St.
B. J. Nicholas & Assoc., 226 So. Flores St.
Pan American Sales Co., Inc., 812 S. Presa St.
Santone Sales Co., 121 Navarro St.
R. Warncke Co., 121 Navarro St.
Bill Williams Dist. Co., 1415 So. Flores

UTAH

Salt Lake City
Dan Stewart Co., 140 E. Second South St.
Don Stewart Co., 140 E. 2nd St. So.
Interstate Dists. 917 So. State St.
J. H. Rutter, Iic., 917 South State St.
Mel-O-Dee Music, Inc., 712 S. State St.
R. F. Jones Co., 375 So. 2nd West
Stewart Nov. Co., 2200 Oneida St.
Struve Dist. Co., Inc., 963 Folsom Ave.
Thompson Dist. Co., 127 E. second South

VIRGINIA

Bayside
Old Dominion Vend. Cer., 1925 Terrace Ave.

Bristol
Roanoke Vend. Mach. Exch., Inc., 63 Commonwealth Ave.

Norfolk
Diamond Coin Machine Exch. Inc., 810 W 39th St.
O'Connor Dist., Inc. 1611 Virginia Beach Blvd.

Portsmouth
O'Connor Vending Machine Co., 624 Crawford St.

Richmond
Allen Dist. Co., 3409 West Leigh St.
O'Connor Vending Machine Co., 2318 W. Main St.
Roanoke Vend. Exch., Inc., 4930 W. Broad St.

WASHINGTON

Seattle
American Shuf. Sales Co., 3144 Elliot Ave.
R. F. Jones Co., 309 9th Ave
Michael Dist. Co., 100 Elliott, W.
Northwest Sales Co., 3150 Elliott Ave
Puget Sound Novelty Co., 114 Elliott Ave. W.
Western Dists., 3126 Elliott Ave.

Spokane
Dunis Dist. Co., West 902 W. Second Ave.
R. F. Jones Co., 811 W. Second Ave.
Western Dists. Inc., 1007 W. Wash St.

Tacoma
Pacific Kiddie Ride Dist. Co., 1212 Tacoma Ave.
State Amusement Co., 1531 Broadway

WEST VIRGINIA

Charleston
Cruze Dist. Co., Inc., 1101 W. Washington St.
Roanoke Vending Mach. Ex., 625 Ohio St.

Fairmont
Mid-State Dist., 1122 Fairmont

Martinsburg
Hutzler Vend. Mach. Co., 1301 Winchester Ave.

Wheeling
Allen Sales, Inc., 937 Market St.
Tri-State Amusement, 149 18th St., Rear
Wheeling Coin Machine Exch., 2829 Loff St.

WISCONSIN

Beloit
Dan Savage Nov. Co., 628 Third St.

Green Bay
Bookmeier Sales Co. ,148 No. Chestnut St.
Feel Coin Mach. Exch., 245 Summit St.
Union Sales Co., 409 N. Adams St.

Lake Geneva
H & M Sales Co., Box 414

Milwaukee
Badger Novelty Co., 2530 N. 30th St.
General Novelty Co., 519 N. 16th St.
Hastings Dist. Co., 6100 W. Bluemound Rd.
Mitchell Novelty Co., 3506 W. National Ave.
Paper Dist. Co., 3601 W. Fond du lac.
Pioneer Sales & Service, Inc., 3110 W. Fond du lac Ave
Summerfield Inc., 2736 W. Tutonia
S. L. London Music Co., Inc., 3130 W. Lisbon Ave.
United Inc., 1101 W. Vliet St.

Sheboygan
Anthony Hirt, 2420 No. 8th St.

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Keep your meeting dates and general news events before the industry. Natify Cash Box of meeting dotes in advance in arder ta be listed periadically alang with the industry's trade groups advising af Industry Meetings, Discussians, ond Events. Send dates and informatian ta:

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PICTURE & CART. BRAND	PEACH-O-POINT NEEDLE NUMBER	POINT MATERIAL AND RADIUS	PHONOGRAPH MAKE AND MODEL NO.	PRICE EACH 1 TO 11	PRICE EACH 12 & UP
Astatic	N-101 N-101D	.001 Sapphire .001 Diamond	AMI C, D, E Rockola 1432 thru 1465	.50 2.25	.45 2.15
Astatic	N-102S N-102SD	.0007 Sapphire .0007 Diamond	Rockola 1484, 1488, 1493, 1495	1.10 2.25	1.00 2.15
G. E.	N-111 N-111D	.001 Sapphire .001 Diamond	AMI F-40, F-80, F-120	1.10 2.25	1.00 2.15
G. E.	N-112 N-112D	.001 Sapphire .001 Diamond	AMI G	1.10 2.25	1.00 2.15
G. E.	N-113 N-113D	.001 Sapphire .001 Diamond	AMI H, I, J, K, LYRIC CONTINENTAL ROCKOLA 1468, 1475, UNITED UPA, UPB	1.10 2.25	1.00 2.15
G. E.	N-114S N-114SD	.0007 Sapphire .0007 Diamond	AMI K, Lyric, Cantinentol Sterea United Stereo	1.10 2.25	1.00 2.15
CBS-Hytron	N-121S N-121SD	.0007 Sapphire .0007 Diamond	Rockola 1468ST, 1475ST, 1478, 1485	1.10 2.25	1.00 2.15
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Eastern Flashes

When was the last time you celebrated your Twentieth Anniversary? Was it many years ago . . . or is it still in the future. Cash Box is enjoying the experience of celebrating its 20th year this week and it is indeed a pleasurable experience. Joe Orleck is the only member of the original Cash Box staff remaining to this day, although joined by his brother Norman—who is v.p. today—several years after the coin machine trade publication was founded. Many faces have come and gone since that eventful day twenty years ago and many happy days can be found among the 20 years which have passed. The coin machine people who founded the business, the industry as it is known today, are still around in many instances. Too many have passed on and because of them legend continues founded on their exploits and progress. The seemingly silly machine ideas which evolved into the substantial income-earners for thousands today—the depression years of moving as many machines onto locations as one could afford—the lean years of the 25¢ and 50¢ in the pockets of the "small man" as he was referred to, who was really the foundation of support for the phonographs and pingames which found their way into the cider joints and the beer parlors. Entertainment was in demand and anyone could buy it—for only 5¢ per tune or a nickel a game. Some fun! And thank goodness for the coin machines!

Tenth Avenue here in New York has undergone a face-lifting that would probably reflect the changing of the times. The string of coin machine outlets are now covered with stainless steel and aluminum fronts, many of the offices inside boasting paneled walls and ceilings. The ever growing motel and hotel business has pushed northward almost enveloping the coin machine wholesale houses, and in the case of the east side of the street, have completely pushed them off the sidewalks. But the mainstays have remained and will continue to sell coin machines, as many now own their own buildings and have no intentions of going anywhere (unless its to the mountains for the weekend).

Mike Munves, one of the originals who came in from Brooklyn, still houses probably the most selective variety of arcade equipment to be found under one roof, in the country. And Mike has something else he started with many years ago . . . his smile and feeling for people. He certainly doesn't have that first dollar he made. Probably gave it away that same day if today's indications are anything. Brother Joe Munves, now across the street, another oldtimer, and now in the manufacturing-wholesaling-contract manufacturing business, still walking as fast as ever and covering maybe twice as much ground. Joe is in business with Frank Mencuri, who can remember the good old days as well as the next veteran.

Irving Holzman, who today is the largest United games distributor in the nation, was once a small operator, having conducted a business with former colleague Joe Green and the memories from those days would hold your ear for quite a while. Irving today has retained the memories of the days gone by and enjoys the success he has today after passing through what could be termed the apprenticeship of the business . . . the hustling for locations and operations which make up the routes . . . the lifeline of the industry. .. ....

Al Simon, another veteran who can relate the history of the business, having manufactured, distributed and operated vast numbers of machines at one time, and even today a top-ranking distributor of major music and games lines.

Barney Sugerman, one of the best-known coinmen, who started so many years ago as a bandleader (he played saxaphone or didn't you know), then into the operating business and the tavern business and today the coin machine business has won out as Shugy continues to grow with great foresight, now joined by his sons Myron and Nate, as the Runyon firm moves in several weeks, into a larger plant in Springfield, N.J. and the beginning of another era in the long history of the company.

Dave Stern, a New Yorker for many years on Tenth Avenue, relates from his Elizabeth offices a story that has Dave and his family sailing by another yacht on Newport Bay just last weekend and who would you think would own it? JFK of course. And these things happened to Dave Stern and have been a part of his existence for so many years. Dave has given many of us laffs, and more laffs as he pursued his quests for machine sales and operations over the years. Not stopping there, we read in the NY Times only three weeks ago where a group called the Compass Troupe, a group of actors, are setting Washington D.C. and now Newport on their collective ears with a parody on the present administration. Leading lady of the group is a Suzanne Shepherd, the daughter of Dave Stern! And while Dave sails by the Presidential Yacht, his daughter entertains the Presidential Family, and this is in keeping with Dave Stern, a man of many stories, that go back more than our twenty years of publishing Cash Box.

Perry Wachtel, another vet, though not near as experienced as the 30 and 40 year men, (he's really a youngtimer) picks up the NY papers last Wednesday to read that his daughter Stephanie (Winters) has been signed to do the West Coast production of West Side Story, before leaving for NYC and rehearsals to go into "Stop The World I Want To Get Off," as reported here several months ago. Twenty years ago Perry was hustling used equipment ads from the Tenth Avenue showrooms and today his ad agency boasts among its accounts the largest coin machine and vending firms in the business, and with a "leading lady" heading for Broadway, this is another pleasurable moment for a coinrow vet.

Harry Berger, who started some 20-odd years back, and went to school with Perry Wachtel, and Abe Lipsky, who is still on Tenth Aveune operating out of his own firm now, continues to wholesale vending and coin equipment, while operating in the metropolitan area.

Meyer Parkoff, who was the accountant for the Harry Rosen firm many years ago, today after about twenty years in the business, is the number one man at Atlantic-Seeburg here and his brother Oscar continues to supervise the Jersey end of the firm. Another familiar face, though no longer a New Yorker, is that of Jack Gordon, who at that time, years back, probably was setting up record distributorships for the major labels and then into the juke box business and now today executive vice-president of Seeburg itself. And that's progress.

Many names, the operators, too numerous to mention, but printed here many times over the years, continue to make up the larger part of the populace as the industry remains pretty much in the hands of the men who started it with some exceptions, of course. The business has changed and so has the equipment. The marketing methods have certainly been revised not only here in New York but across the country, and now we deal with a world of coinmen. And we can hope here that all of us can enjoy at least 20 more years of the same friendships.

Chicago Chatter

At so auspicious an occasion as this when we arrive at our 20th anniversary, we can't help but look back over the past 12 month period and muse over the many good things—and, of course, the unfortunate incidents such as the unhappy passing of some of our dear friends in coinbiz. We can only say at this time that we hope that all of the good things in life will be yours—and yours —and yours during the next 12 month cycle in coinbiz. This is a sincere Cash Box greeting from all of us to all of you!

A perpetually tireless Dave Gottlieb, prexy of D. Gottlieb & Co. guided Vince (Dr. Ben Casey) Edwards, of TV fame, and his sponsor Leonard Lavin, Prexy of Alberto-Culver Co. on a "Cook's Tour" of Dave's pride and joy—Gottlieb Memorial Hospital in suburban Melrose Park, last Thursday, July 26. Dave chuckled heartily, when he quipped: "We don't think we ought to let 'Dr. Casey' operate until he gets a little more experience!" Also on hand were Nate Gottlieb, Alvin Gottlieb and Judd Weinberg.

The "golf bugs" among our local coinmen are excitedly buzzing over the upcoming "World Series of Golf," produced by Walt Schwimmer, in which Arnold Palmer, Jack Nicklaus and Gary Player will compete shortly. Most coinmen would like to see Sam Snead, golfdom's elder statesman, perform as well to make it a thrilling foursome.

Summertime is just another season of heavy sales and deliveries to operators at Atlas Music Co., according to Nate Feinstein. Nate, Eddie Ginsburg, Harold Schwartz and Irv Ovitz extended their warmest greetings to everyone at Cash Box on the occasion of our 20th anniversary.

Things settled down in Bill O'Donnell's office at Bally, since the tragic death of Bill's brother, Jack O'Donnell. Business continues good at Bally, according to Herb Jones and Don Moloney. . . . We're glad to see Fred Skor back from his vacation and in his office at World Wide Distribs. We take it that prexy Joel Stern and Howie Freer are equally happy to see Fred back, business is so rushed these days. Fred had nasty weather during his vacation in Wisconsin, but he rested (he sez).

Happy Cash Box greetings were extended from Rock-Ola Mfg. by such worthies as Ed Doris, Don Rockola, a vacationing Ralph Wyckoff, Les Rieck, Jack Barabash, Art Ehlert and Art Janousek. (Glad to have you aboard, fellows!) . . . Everything is "A-OK" at Williams Electronic Mfg., according to vice prexy Art Weinand, since Williams' "Friendship 7" pingame is rocketing to sensational sales figures and excellent acceptance everywhere it is distributed (in this country and abroad). Glad tidings from prexy Sam Stern and Art to all Cashboxers everywhere.

"Best wishes to our friends at Cash Box," was hailed to us by Gil Kitt, Joe Robbins, Jack (Bottles) Burns, Bill Herbord and Dusty Hohbein of Empire Coin Machine Exchange. (And that goes for all Cash Box people all over the world, said Joe!)

ChiCoin's Mort Secore was fairly ecstatic when he info'd last week that Chicago Coin's "World's Fair" rifle target gallery is enjoying fantastic sales everywhere. Production at Chicago Dynamic Industries is at peak on the gun game, and "Variety Roll Down Bowler." Herb Bidenkap took off on a hectic nationwide tour calling on ChiCoin's distribs. . . . Greetings to all of us from Joel Kleiman, Prexy of Pioneer Sales in Milwaukee.

It's business (steady) as usual at First Coin Machine Exchange, according to Joe Kline and Sam Kolber despite the warm weather. "First," Joe sez, "is as usual headquarters for local operators, who like to come in and 'bat the breeze' with us." . . . We're delighted to acknowledge sincere best wishes from good friends Ted Rubey and Estelle Bye, of Marvel Mfg. Co.

They're all smiles at United Mfg. thanks to the fine acceptance of the "Action" shuffle alley bowler and "Sahara" big ball bowling alley. Greetings happily received from Prez Lyn Durout, Herb Oettinger, Bill DeSelm, Leroy Kraehmer, Glenn Johnson, Ray Riehl, Art Rapacz, Johnny Casola, Al Thoelke, and "Big Bob" Jonesi (thanks, fellas!).

Another acknowledgement from the executive staff at Rowe AC Services: John Hale, Jack Harper, Tom Sams, Jack Dunwoody, Don Lunday, Jim Newlander and Phil Glover. And, lest we forget (and we certainly can't!) Patrick L. O'Malley, genial, very gracious chief executive officer and president of Automatic Canteen Co.

Our greeters at Seeburg include Delbert Coleman, Frank O'Brien, Jack C. Gordon, Tom Herrick, Leonard Gross. Stanley Jarocki and Bob Dunlap. . . . While the J. H. Keeney & Co. plant is shuttered and due to reopen next Monday Paul Huebsch (who remained at the controls during the vacation shuttering), is busy as blazes taking care of those "small" rush shipments to Keeney's distribs.

Despite the summer doldrums Bill Weikel, sales director of Fischer Sales & Mfg. Co., is enjoying excellent sales of Fischer's "Crown Imperial" series of pool tables. Also the "Coronet" and "Crown Fiesta" tables are moving fast these days. . . . Ronald Wolff, prexy of Interstate Vending Co., and his staff are more than merely excited over the pending opening of a coin-operated Brass Rail restaurant in the lower level of the Wrigley Bldg. on Chicago's "Magnificent Mile," along 'Boul Mich' (Michigan Avenue to the squares—of which we have none of in coinbiz!) The restaurant will be opened to the public sometime in the Fall.

We'd like to acknowledge congratulations from the following coinmen: Hymie and Eddie Zorinsky, H. Z. Vending & Sales in Omaha. . . . Howard Ellis, Music Guild of Nebraska. . . . Charles (Jimmy) Johnson and his gal Friday, Corinne, of Globe Distributing Co. . . . Chet Gore, Exhibit Supply Co. . . . Hank Ross, Ralph Sheffield and Marcine (Iggy) Wolverton, Midway Mfg. . . . Mac Brier, Donan. . . . Herb Perkins and Marie, Purveyor Distribs. . . . Hank Barnas and Andy Wierdak, Standard-Harvard Metaltyper. . . . Johnny Frantz, J. F. Frantz Mfg. Co. . . . Clarence Schuyler, Games, Inc. . . . Bill Phillips (Des Moines) and Barney Luchman (Omaha), Atlas Music Co. of Des Moines, Iowa. . . . Phil Moss, Philip Moss Distribs. . . . Charles (Brinky) Brinkmann and Ed Wiler, Automatic Retailers of America (ARA). . . . and, oh so many, many more coinbiz buddies. . . . Oh, yes, we almost forgot Jorge Morfin, of Rowe-AMI's Grand Rapids, Michigan plant.

If you want to see that ever smilin' Irish face of a broth of a lad named Danny O'Neil just wend your way to Commissary, Inc.—O'Neil Automatic Corp., at 1400 North Dayton St., in a blarney place called Chicago. Danny merged his firm with Commissary sometime in 1961, and he's tickled over the merging. Danny made the switch from music. He was many years ago the liltin' Irish tenor of greatest popularity here. . . . Here's lookin' at you 20 years from now!

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1	Bally Night Club	125.00
1	Bally Parade	125.00

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2	Bally ABC Bowling Lanes 14'	$ 95.00
1	Bally Bank Ball 10', 12'	345.00
4	United Bowling Alleys 14'	95.00
1	United Regulation Shuffle Alley 9'	145.00
1	United Jumbo Bowling Alley 16'	245.00
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1	Rock-Ola 1495	$695.00
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3	Auto-Bell Galloping Dominos	$45.00
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National Kiddie Ride Association Offers Insurance

Following is a prepared statement by officials of the National Kiddie Ride Association, a newly organized trade association located in California.

The National Kiddie Ride Association is the culmination of a year's research, planning and discussion with the manufacturer, distributor and operator of kiddie ride equipment and the problems connected with the industry.

From the data compiled, the greater percentage requested some assistance in their insurance programs; therefore, this was the first undertaking of the Association. In order to accomplish this and other needs, the National Kiddie Ride Association became a legally constituted California corporation in 1961, and immediately began negotiations through a duly licensed insurance brokerage office to supply this need through domestic carriers. We are happy to report that such a plan is now in operation nationwide for its members.

At this time, the Association is preparing inquiries to its members regarding safety measures and other subjects peculiar to the industry, and in the future plans to conduct surveys on subjects that may prove useful to those who wish to use the information compiled.

Originally, our program was to serve principally the kiddie ride industry; however, we are pleased to announce that we are prepared to extend to other fields of coin-operated equipment such as cigarette machines, phonographs, games, gum and candy machines, and vending equipment for food and beverage.

The motto of the Association is, "Devoted to the best interests of the Kiddie Ride Industry." With the extension of our services into other branches of coin-operated equipment, we feel that the best interests of all concerned can be accomplished through membership participation in the exchange of ideas, experiences, and other data forwarded to this office where it may be reviewed and passed on from time to time in bulletin form to the membership for its true worth. The National Kiddie Ride Association welcomes the opportunity to serve as a clearing house so to speak for its members and to be of genuine service whenever and wherever possible.

The annual dues of the Association are $25.00. The present officers of the Association have donated all time without charge. Membership funds are on deposit in a local bank in an Association trust account and are used only to help defray operating expenses of the organization. Legal advisor for the Association is Mr. Milton J. Davidson, attorney, 22014 Ventura Boulevard, Woodland Hills, California. And the accountant is Mr. Donald M. Smith. 23032 Mariano Street, Woodland Hills, California.

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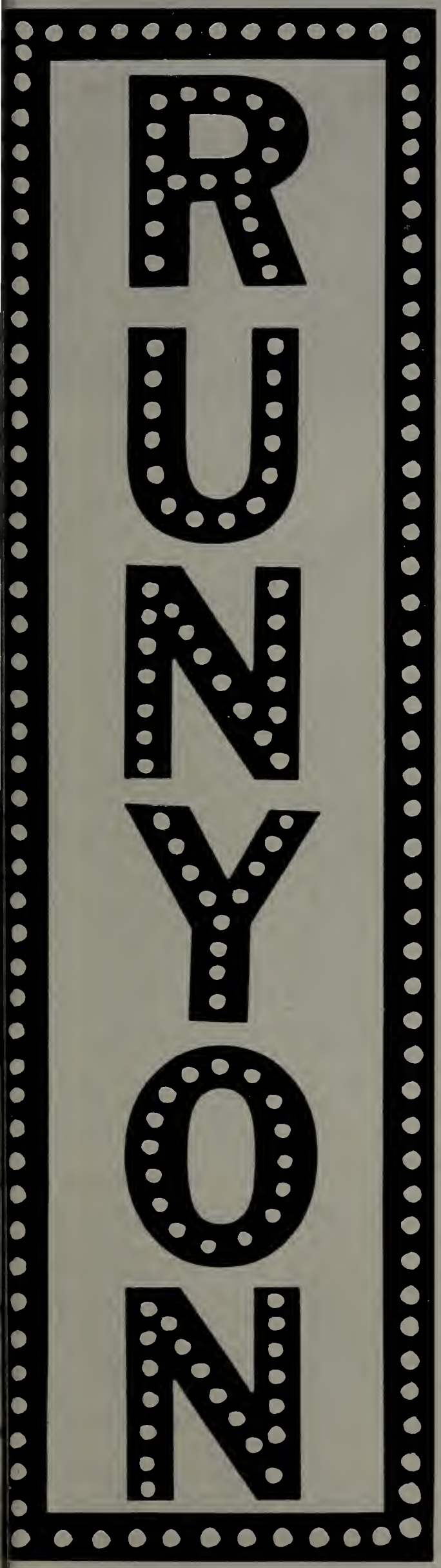

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Since 1936 Bowling Has Helped Mold Team Effort At Seeburg

24 Company Sponsored Teams Roll Into 27th Consecutive Year, Come September

by Bruce R. Jagor

(Director, Senior Consultant and former Vice-Chairman, The Seeburg Corp.)

Back in 1936, when we formed a company bowling league at Seeburg, we discovered the best and quickest way to break down barriers between employees and management was through a company sponsored recreation program.

Although we now enjoy a diversified recreation program, our bowling league, now in its 27th year, is still the most popular competition.

The camaraderie that exists among our bowlers—employees and executives carries over into their jobs. Our productivity has increased tremendously, and I know that it is the result of our wonderful employee-management relationship.

I helped organize our bowling league. I bowled in it for years myself and enjoyed every minute of it.

As vice-chairman of the board of Seeburg, I bowled as a member of an employee team from 1936 through 1952. I quit then, at the age of 61, because of a back injury sustained working around the house. But I still cherish the memories and friendships I made in this company recreation activity.

One of the major shortcomings in employee-management relations in large corporations is that not enough of the "company brass" are willing to take part in company recreation programs. Too many executives do not understand that by improving employee morale they are working toward improving their products.

I still occasionally admonish one or two of the executives at Seeburg for their reluctance to actively participate in our recreational programs. And for a number of reasons.

Bowling, for example, breaks down barriers like no other sport. It creates enthusiastic interplay between employees and management personnel faster than any other sport. And the rewards are tremendous.

When one of our executives asked me: "Why should I waste my time in the bowling league or the camera club?", I had an answer ready for him.

Morale Improved

I told him that the spirit of our employees is unique in industry and it just didn't develop because our employees joined our firm. It was cultivated, sincerely and through the years.

Our employee-management relations improved steadily from 1936, from the beginning of our company bowling league. When employees bowled with their bosses, strained relations between the two dissipated.

The rewards were tremendous from the beginning. Employee morale improved, and with it individual employee productivity. This had to happen because of the greater teamwork developed in the bowling center, and carried over into working hours. Thus, there was and still is greater efficiency among all levels of Seeburg personnel.

There are other rewards, too. A good recreation program makes our recruitment program much more efficient. Prospective employees hear about the wonderful working conditions at Seeburg, and for the most part, come to us unsolicited.

Our fine employee recreation program also results in lower turnover.

Frank B. O'Brien, president of Seeburg, a youngish man in his middle 30's, recognized the great value of our recreation program. Here's what he has to say about it:

O'Brien Praises Team Effort

"It heightens team concept which is so important to our business activity. It provides an opportunity for various management levels in our organization to function as a team. Each employee is very important to the company's success and the personal interplay that is essential for people to function effectively together, is cultivated through the relaxed atmosphere of our sports program, in which our bowling league is one of many employee-management sponsored activities."

I am singling out our bowling league as an example of what other firms can do to strengthen their employee-management relations. Two main reasons are:

1. Right from the start, a bowling league breaks down barriers in the way of efficient communication between employee and supervisors.

2. It keeps everyone who participates physically fit. This means less days away from work. You'll note quickly a big drop in absenteeism.

3. The cost of operating a bowling league is minimal. At Seeburg we have two leagues, one for men, the other for women. Besides this, twice a year, in special fun competition, management executives and supervisors compete against the other personnel in the regular bowling leagues.

We pay the bowlers' entry fees, supply each player with a bowling shirt, and put up $4 a year for the "kitty" of each of the teams. We have 16 men's teams and 8 women's teams. Each team member contributes $1 apiece, which goes for beautiful trophies awarded to the league's top bowlers at the annual season-ending banquet.

4. The most attractive factor in organizing a bowling league, is that it needs only casual supervision from management. The employees run their own leagues through their own elected officers.

Amazing Response

The response to the Seeburg bowling leagues still amazes me, even after having seen it in operation since 1936. Peter Salvato, our personnel director, tells me he's constantly bombarded with requests from men and women employees eager to join in the competition. Age is no barrier. Our youngest bowler is 17, our oldest 64.

Our league kicks off this year on September 4. It will run for 33 weeks at the Humboldt Bowl in Chicago. It's a modern, air-conditioned bowling center, which has just completed the installation of the latest model bowling equipment, 20 new AMF Magic Circle lanes and underground ball returns.

Vincent Infante, 52, a Seeburg tool and die man, who is president of our employee bowling league, told me:

"The men just love to bowl. It's the best form of relaxation we know. The league gives us a chance to meet different people, exercise, have a few drinks together, and let off some

(Continued next page)

Director and Senior Consultant of The Seeburg Corporation, Bruce R. Jagor, demonstrates his bowling form to President, Frank B. O'Brien and to Die repairman, Vincent Infante, who has an unbroken record of twenty-five consecutive years with the Seeburg Bowling League.

steam. I've been bowling for 25 years in the Seeburg league, and I don't intend to ever quit."

Infante's remarks are typical of the men in the Seeburg bowling league. In short, they love it.

Why is bowling the best sport for helping management and supervisors get to know their employees better, and vice versa?

During many years of experience in the Seeburg league, I found that when you're out bowling with friends, it's just like being out at a picnic. Everyone lets his hair down—even the biggest big shots—and gets into the spirit of the occasion.

To me there's nothing more thrilling than watching my teammate run up eight successive strikes. It is, in short, an electrifying experience.

When that happens, everyone in the bowling center stops rolling, and joins in watching the "hot" bowler until he flubs or scores a real high game. Then everyone goes up, slaps the bowler on the back, and gives him a lift that he gets from no other work or sport activity. That's what bowling means to those who compete. It gives them a lift, builds an individual and team spirit uncommon in any other sport.

We have three plants in the Chicago area, the main one at 1500 N. Dayton St. In our plants are a total of 1900 employees, and the greater majority participate in one or more of our recreational programs.

Encourage Participation

If there is any one reason why Seeburg is the top firm in the coin-operated phonograph field, it is because we enjoy excellent employee-management relations, due in great measure to our effective recreation programs.

We encourage our executives to break down the communications barriers between themselves and employees which too commonly exist in companies. We ask our brass not only to roll up their sleeves at work, but to join in recreation programs as well.

Those of us who have, have seen rewards in company productivity and success we never dreamed of.

Since 1958, when Seeburg entered the vending industry, our company has broadened its line of vending equipment with cold drink cup venders, cold drink bottle and can venders, coffee venders, candy and pastry venders, milk venders, and cigarette vending machines.

Our employees are extremely proud to be associated with a champion, and we're equally proud of their accomplishments that have made us No. 1 in our field.

Work or Play—Win

Our bowling league typifies our employee-management attitude at work and at play. Everyone at Seeburg constantly seeks to improve himself and our products.

Whether at work or at play, we at Seeburg like to win. But, at the same time, we get considerable enjoyment out of just participating. You don't get such spirit in a large corporation without "company brass" willing to pitch in and make it work.

It wasn't like it is now when I first arrived here in the winter of 1936, a little thinner, less gray, and full of wild dreams. But it certainly is bubbling today. I find myself surrounded by close friends—our employees—and they, too, consider me a real friend.

That, I guess, is the Seeburg secret. We're one big, happy family.

And our bowling league has helped measurably to instill that spirit which is the envy of many another corporation.

We successfully broke down the barriers at Seeburg. I advise other company officials to do likewise. It doesn't take much. Just a little sincere effort on the part of company management, and a phone call to the local bowling proprietor.

You'll find in a short while, that employee and executive morale will improve 100 per cent.

Start a bowling league. We did, and it's still the backbone of our many-faceted recreation program.

FREE BOOKLET AVAILABLE: For a detailed guide on how to establish an effective employee recreation program at your company, you may obtain a free copy of a new booklet, "Employee Recreation is Good Business." Write to Department W, AMF Pinspotters Inc., Brush Hollow Road, Westbury, Long Island, New York.

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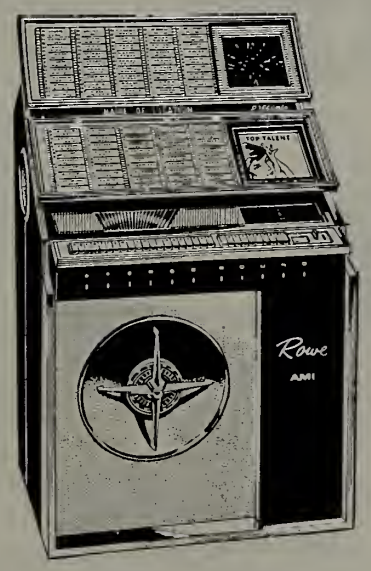

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Available in ALL FORMICA Finish in Walnut, or traditionally popular DURAN "CLAD-ON" Mahogany

Crown VIII	Crown VII	Crown VI
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56"x100"	50"x90"	43"x76"

Crown VIII

DEPENDABLE—A proven ball trap and return system, featuring: recessed mechanism, pull-out drawer, totally secured cash box, trouble free operation, fast ball action, quiet operation.

RUGGED—Constructed with a tremendously strong frame of full ¾" laminates bolted and glued to aluminum-alloy corners. Interior beams, girders and plates combine to give practical indestructibility.

TRUE FUNCTIONAL BEAUTY—Cast aluminum corner posts and pocket fittings, removable top frame, genuine Formica rails, molded pocket liners and the incomparable Fischer cushions.

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SIX-POCKET TABLE by **Fischer**

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"3½ x 7 Foot"
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CORONET 6
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A brilliantly designed companion piece to the incomparable Crowns. Competitively priced, yet Coronets have the superior "Crown" ball trap and return systems, pull-out front, totally secured cash box, and solid construction. Other features include wrap-around Formica rails, molded pocket liners, aluminum trim. High pressure sprayed on "leatherette" enamel provides a distinctive, beautiful mahogany finish.

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by Fischer

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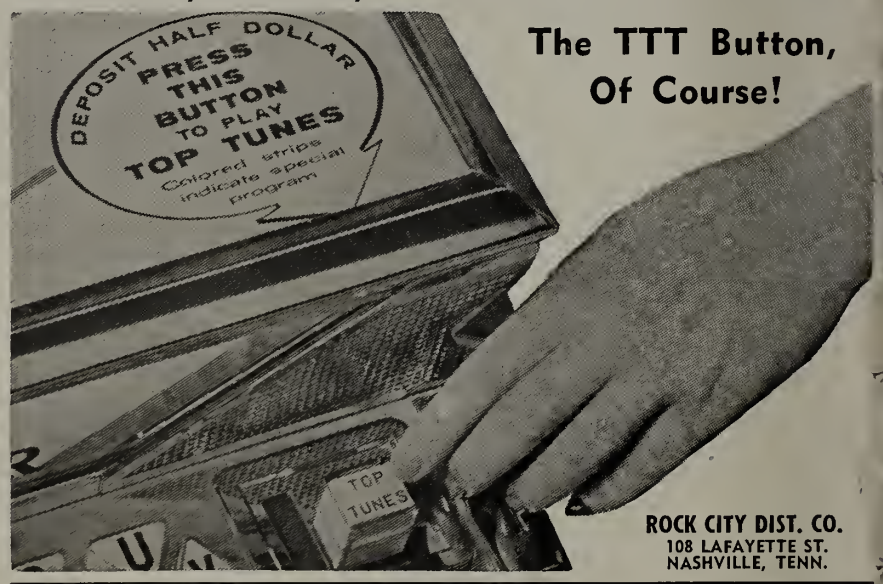

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New Sun-Glo Plastic Weights

BELLEVILLE, NEW JERSEY—Carmine Decepoli, President of Sun-Glo Shuffleboard Supply Corporation, this city, has announced the release of an all new plastic shuffleboard weight which has been designed and produced for the amusement machine industry. The weight is specially manufactured for the shuffle alley-bowling machine operator and is expected to replace, in part, the all-metal disks which are now used.

The actual weight of the puck is almost as heavy as the steel disk but is more economical, according to Decepoli. Colors are available to coincide with a particular demand and the crest is topped in a gold plate. The jumbo size measures 2⅞" in diameter, the regular size 2¼". In addition to the economical benefits, Decepoli sees the new puck as eliminating the hazard of an all-steel weight in the hands of those seeking amusement. The weights are expected to cost about one-half the price of the all-steel.

Sun-Glo will continue to market the all-steel weights and in addition is shipping a new powder and wax which is reported to be in wide use after a short introductory period.

Sun-Glo's volume has increased 20% over last year with the addition of new and improved products (CB July 28). The firm markets four powders, six types of shuffle weights, a manually operated scoreboard, paste, wax and cleaners for amusement machines.

German Trade Leader Hits At Legislation

"Leave It Up To The Player To Decide On Machines"

BRAUNSCHWEIG, GERMANY — Automaten Markt, German coin machine trade journal, in reporting on legislation written to prohibit the operation of certain types of amusement machine equipment over the years, commented on the remarks made in conjunction with a report on this legislation, by Dr. Paul Lob.

Lob, who has been in charge of the gambling laboratory of PTB (Germany) for twenty-seven years, quotes this interesting observation, after a discussion of gambling and legislation had taken place previous to the report:

"The coin machine industry, for reasons of competition, should be allowed to develop as many unobjectionable gambling machines as it likes, for in the end it is the player who will decide whether he likes the machine or not. Naturally, it is also up to him to choose whether he wants to stake his money in machines offering minor winnings, but also inflicting minor losses, or whether he wants to spend his money at the Lotto, or football."

Royal Party In Columbus Aug. 12

COLUMBUS—August 12 has been set for the grand opening of the new Royal Distributing quarters in Columbus, Ohio. The Cincinnati coin machine firm recently purchased Century Music Company here and has renovated the showrooms in a style in keeping with a radical interior decorator design which last year turned the firm's Cincy headquarters into a veritable showplace for coin machine equipment.

The party will begin at 2:00 PM and operators throughout the area have been invited. It will be an Open House occasion.

Harold Hoffman and Clint Shockey, sales execs of the firm, have supervised the planning and have advised that prizes will be awarded to many lucky visitors throughout the day-long party.

There will be a drawing every hour on the hour and prizes will consist of appliances, lamps, equipment and luxury goods.

Capitol Cites 3 Singles For Juke Box Programming

Label Launches Drive Among 500 Ops in N.Y.

NEW YORK—Juke box operators continued to grow in importance as a major singles market for record manufacturers last week when Capitol Records launched a local promotion to 500 juke box operators in the NY-NJ-Westchester areas here.

National Singles Sales and Promotion Manager Vito Samela advised Cash Box last week that samples of three "strong-selling" Capitol singles were sent to the 500 operators suggesting that they listen to them, program them, and order in quantities for machines on location. "These records are currently on the Cash Box **Top 100** Chart," reads the Capitol letter which also lists five other singles reportedly selling nationwide on the Capitol label.

The three disks which lead off the Capitol promotion are: "Stop Playing That Song"—Ruth McFadden; "Big Daddy"—Louis Prima; and "Last Call For Alcohol"—Julia Lee. "These records have been receiving excellent reaction from juke box operators in various parts of the country," stated Samela.

The five singles listed as suggestions for programming, based on the fact that they are selling in hit proportions are: "Ramblin' Rose"—Nat King Cole; "Route 66" b/w "Lolita"—Nelson Riddle; "Beach Party"—King Curtis; "Worried Mind"—Ray Anthony; and "Surfin' Safari"—Beach Boys.

Capitol intends to promote the firm's singles to a nationwide market of juke box operators after several local campaigns have been launched similar to the one outlined above. Samples of the disks are enclosed in packages mailed complete with lists, promotion material and other programming information.

Judge Keogh Sentenced To Two Years For Moore Bribe

BROOKLYN—J. Vincent Keogh, former U.S. Supreme Court Justice, was sentenced to two years in prison last week for attempting to fix a federal court sentence in Brooklyn when he was a judge. The sentence was the culmination of a trial which began last year when Sandy Moore, former juke box distributor and operator in the New York area, admitted he had bribed the Judge, and U.S. Asst. Attorney Elliott Kahaner, in a plan carried out by a Doctor Robert Erdman, a friend of Keogh, with money allegedly raised by Anthony (Tony Ducks) Corallo, a labor racketeer. Kahaner and Corallo received two-year sentences along with Keogh. Moore had previously had a two-year sentence for violation of the National Bankruptcy Act reduced for cooperating with the Government in the case against Keogh. Lawyers for the three convicted men stated they would appeal the sentences which were imposed by Judge Edward Weinfeldon Thursday, August 2.

Midwest Musings

Tommy Mathews, Osakis, Minn. in town for a few hours stopping just to pick up his record order and premiums. Resort areas in and around Osakis have been pretty good so far this Summer. . . . Mr. & Mrs. Roy Foster, Sioux Falls, So. Dakota, in the cities for a couple of days also visiting friends in Hopkins. Roy recently sold the larger portion of his route to Floyd Carlon, of Sioux Falls.

The Music & Vending Ass'n. of South Dakota are holding their quarterly meeting at Deadwood, So. Dakota, Aug. 12-13 at the Franklin Hotel. Mr. & Mrs. John Trucano, Deadwood, are the hosts. . . . Harold Lieberman, Minneapolis, left Friday 27th with a group of friends for Winnipeg, Canada, where they will then fly on a chartered flight close to the Artic for some fishing. They will be gone for about a week.

Ray Sellman, International Falls, Minn. and family are vacationing in Wisconsin for a week. . . . Chet LeDoux, Virginia, Minn. and family are staying at their cottage for the Summer at Cook, Minn. . . . Gene Clennon, in town for the day to pick up his parts and premium order.

Louis Armstrong, at the Metropolitan Stadium for one night, "Music Under The Stars" July 30th. . . . Bob Keese, Forest Lake, Minn. in town for the day picking up his parts and record order. . . . Mr. & Mrs. Lawrence Sanford, Dodge Center, Minn. in town for the day for records and parts. . . . Happy birthday to Art Berg, Fairmont, Minn.

Mr. & Mrs. Floyd Rogers, Mpls. had a very pleasant two weeks vacation at their cabin at Park Rapids, Minn. . . . Johnny Cooper, Duluth, Minn. in town for the day making the rounds. . . . Kurt Anderson, Bemidji, Minn. in town for a few hours visiting, is now managing the bowling Alley in Bemidji. . . . Tom Roberts, Hurley, Wisc. in town for a few days making the rounds.

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201-SH	645
KD-200H	395
KD-200	345
HF-200VL	245
HF-100W	225
HF-100G	225
HF-200V	195
M-100B	125

ROCK-OLA

1488-120	$695
1478-120	625
1468-120	495
1465-200	375
1458-120	345
1454-120	295
1455-200	275
1448-120	265
1446-120	175
1442-50	145

AMI

CONTINENTAL II-100	$725
CONTINENTAL I-100 (Lyric)	595
J-120	465
G-120	195
F-120	150
E-120	95
D-80	65

WURLITZER

2304	$495
2300-200	495
2200	325
2150	295
2104	295
1800-104	225
2000-200	195
1500-104	95

SPECIAL!
SEEBURG 3W1 WALL BOXES
Chrome—Like New $34.50 EA.

SPECIAL
GAMES' WILDCAT $110

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KEENEY

TWIN REO ARROW	$395
REO ARROW	295
BIG DIPPER	275
CRISS CROSS DIAMOND	225
DELUXE BIG TOP	175
SHAWNEE	175
LI'L BUCKAROO	145

GAMES

TWIN TRAIL BLAZER	$425
TRAIL BLAZER	325
SUPER TWIN WILOCAT	395
SUPER WILOCAT	295
TWIN WILDCAT	225
DOUBLE SHOT	95
SKEET SHOOT	75

BALLY

SUPER JUMBO	$395
JUMBO	375

BINGO

CAN CAN	$795
LAGUNA BEACH	525
COUNTY FAIR	475
CARNIVAL QUEEN	295
SURF CLUB	50
MIAMI BEACH	50

GUNS

C.C. RAY GUN	$345
C.C. SHOOT THE CLOWN	310
Genco STATE FAIR	145
Genco SUPER BIG TOP	175
Bally DERBY	150
Bally MIDWAY SHOOT GALLERY	225

ARCADE

BASEBALLS

Bally BALL PARK	$375
Bally HEAVY HITTER	175
Wms. PINCH HITTER	245
Wms. OFFICIAL BASEBALL	295
Wms. DLX. BATTING CHAMP	395

MISCELLANEOUS

Midway JOKER BALL	$195
C.C. BULLSEYE DROP BALL	95
C.C. PRO BASKETBALL	345
C.C. STAR ROCKET	145
C.C. PRO HOCKEY	395
Bally SKILL ROLL	50

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"Dr. Ben Casey" Visits Gottlieb Memorial Hospital

CHICAGO—Dr. Ben Casey (Vincent Edwards) on his visit to Gottlieb Memorial Hospital in Melrose Park, with his sponsor, Leonard Lavin, president of Alberto-Culver Company of Melrose Park, obliged the youngster, Marilyn Zelasko of Elmwood Park, with his autograph. The hospital was officially opened last year by Dave Gottlieb, founder of the hospital, president of D. Gottlieb & Company.

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Shawnees	150.00
Wildcat	100.00
Sportsman	100.00

Criss Cross Diamond	60.00
Big Roundup	50.00
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ROWE 20-700 (20-Col. Man.) Clg.	195
ROWE AMBASSADOR 14-Col. Clg.	175
ROWE COMMANDER, 11-Col. Clg.	85
ROWE CANDY, 11-Col.	265
ROWE CANDY, 8-Col.	145
ROWE SANOWICH VENDOR	325
DaGRENIER K-12 Clg.	165
CORSAIR, 20-Col. Clg.	175
CONTINENTAL, 30-Col. Clg.	185

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A. M. I. K-200	$525
A. M. I. J-200	495
A. M. I. J-120	395
A. M. I. G-120	245
A. M. I. G-200	245
A. M. I. E-120	145
ROCK-O-OLA 1455	275
SEEBURG KD-200	325
SEEBURG 200-LU (Bockground)	245
WURLITZER 2400	645
WURLITZER 2300	475
WURLITZER 2200	325
WURLITZER 2100	295
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Meeting Dates

Aug.
6—California Music Merchants' Association (Monthly)
Place: 311 Broadway, Oakland, Calif.
6—Phonograph Merchants' Association, Cleveland, Ohio (Monthly)
Place: Hollenden Hotel, Cleveland, Ohio (General)
6—Eastern Ohio Phonograph Operators' Association (Monthly)
Place: 4104 Rush Blvd., Youngstown 12, Ohio (General)
7—Harbor Music Operators' Association (Monthly)
Place: Cook's Bullpen, Paramount, Calif.
8—California Music Merchants' Association (Monthly)
Place: Bakersfield Inn, Highway 99, Bakersfield, Calif.
8—Western Massachusetts Music Guild (Monthly)
Place: Chalet Restaurant, West Springfield, Mass.
8—Music Operators' Society of St. Joseph Valley (Monthly)
Place: Carl Zimmer's Office, 130 N. Ironwood Dr., Mishawaka, Ind.
9—Berks County Amusement Machine Operators' Association (Monthly)
Place: Arndt Restaurant, Reading, Pa.
13—Milwaukee Coin Machine Operators' Association (Monthly)
Place: Ambassador Hotel, Milwaukee, Wisc.
14—Coin Machine Operators Assoc.
Place: Knights of Columbus Hall, Houston, Tex.
14—California Music Merchants' Association (Monthly)
Place: Fresno Hotel, Fresno, Calif.
15—New York State Operators Guild
Place: Nelson House, Poughkeepsie, N.Y.
15—Eastern Pennsylvania Amusement Machine Ass'n. (Monthly)
Place: General De Kalb Inn, 2519 De Kalb Street, Norristown, Pa.
20—Automatic Equipment and Coin-Machine Owners' Ass'n. Inc., Indiana (Monthly)
Place: Room 24, 550 Broadway, Gary, Ind.
20—Associated Music Operators of Rochester (Monthly)
Place: Sheraton Hotel, Rochester, N.Y.
27—Central State Music Guild (Monthly)
Place: 805 Main St., Peoria, Ill.
27-30—Western National Restaurant Show
Place: Civic Auditorium & Brooks Hall, San Francisco, Calif.

Sept.
1-2—South Dakota Music & Vending Assoc.
Place: Sawnee Hotel, Brookings, S.D.
5—Amusement Machine Operators Assoc. of Penn.
Place: Penn-Harris Hotel, Harrisburg, Pa.
7—California Music Merchants' Assoc. (Monthly)
Place: U. S. Grant Hotel, San Diego, Calif.
8-16—International Food Congress & Exhibition Int'l Food Dist.
Place: New York Coliseum, New York City.
13-15—Michigan Tobacco & Candy Dist. Vendors Ass'n Convention (Annual)
Place: Statler-Hilton Hotel, Detroit, Mich.
14-16—Combined M.O.N.Y.—N.Y.S.O.G. New York State Coin Machine Operator's Weekend
Place: Laurels Country Club, Monticello, NY.
14-16—Iowa Ass'n of Tobacco Dist. Convention (Annual)
Place: Hotel Savery, Des Moines, Ia.
18-19—National Automatic Laundry & Cleaning Council Convention (Annual)
20-22—Wisconsin Food & Tobacco Institute Convention (Annual)
Place: Hotel Schroeder, Milwaukee, Wisc.
20-22—Texas Merchandise Vending Ass'n. Inc. With Texas & Oklahoma Ass'ns of Tobacco Dist. (Annual)
Place: Hotel Adolphus, Dallas, Tex.
20-23—New York State Ass'n of Tobacco Dist. (Annual)
Place: Laurels Hotel, Monitcello, N.Y.
21-22—Minnesota Candy & Tobacco Dist. Ass'n Inc. (Annual)
Place: Hotel Leamington, Minneapolis, Minn.

Oct.
3-6—Pennsylvania Ass'n of Tobacco & Candy Dist. (Annual)
Place: Galen Hall, Wernersville, Pa.
13-16—National Automatic Merchandising Ass'n. (Annual)
Place: Brooks Hall, San Francisco, Calif.
18-20—Ohio Ass'n. of Tobacco Dist. Convention (Annual)
Place: Netherland-Hilton Hotel, Cincinnati, Ohio
26-28—Tobacco Dist. Ass'n. of New Jersey
Place: Laurel in the Pines, Lakewood, N.J.

Nov.
4-10—National Ass'n of Concessionaires (Annual)
Place: Americana Hotel, Miami Beach, Fla.
12-15—American Bottlers of Carbonated Beverages (Annual)
Place: Auditorium, Atlantic City, N.J.

CIGARETTE VENDERS

1962 MODELS

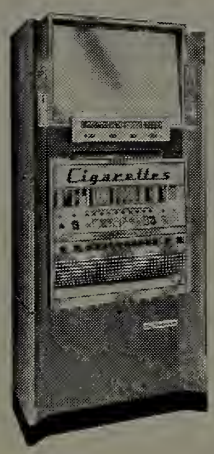
AUTOMATIC PRODUCTS CO.
Model 27 Smokeshop—
850 Packs

AUTOMATIC PRODUCTS CO.
Model 36 Smokeshop—
850 Packs

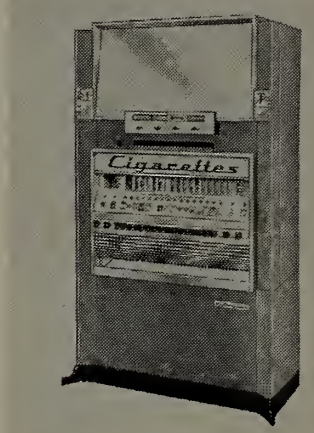
COAN MFG. CO.
U-Select-It Model—
74 or 94 Packs

COLE VENDING INDUSTRIES
Model 20—672 Packs With
Gum, Mint

CONTINENTAL-APCO
Continental 30—830 Packs
(Or 746 Packs, 84 cig lighters)

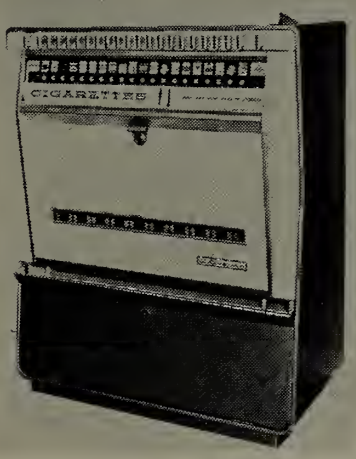


DuGRENIER
Model K-14, With mint, gum
510 packs—142 items in
accessory unit

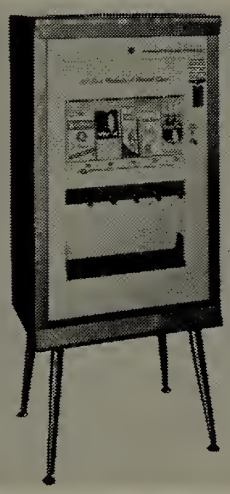


DuGRENIER
Model K-20 With mint, gum
672 Packs—142 items in
accessory unit

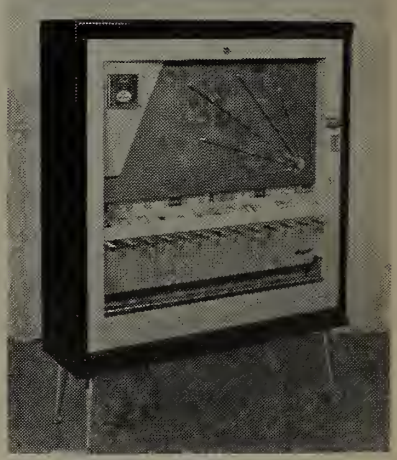
DuGRENIER
Model K-14—510 Packs



DuGRENIER
Model M-20—720 Packs



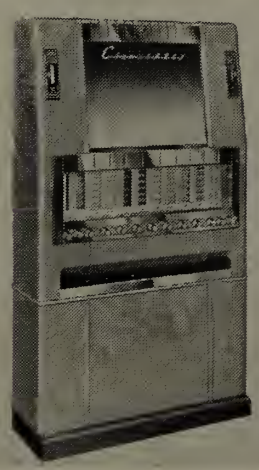
GARWOOD METAL CO.
Multi-Brand Cigar Model
118 Packs



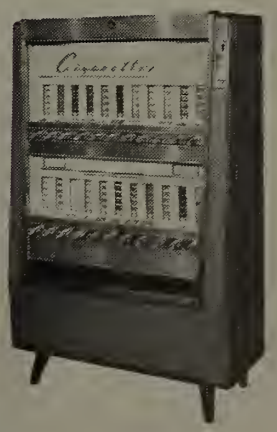
GARWOOD METAL CO.
El Dorado—312 Packs

SHIPMAN
Mark II—400 Packs

NATIONAL
Consol-ette 20—670 Packs



NATIONAL
Series 113—443 Packs



NATIONAL
Series 222—132 Packs

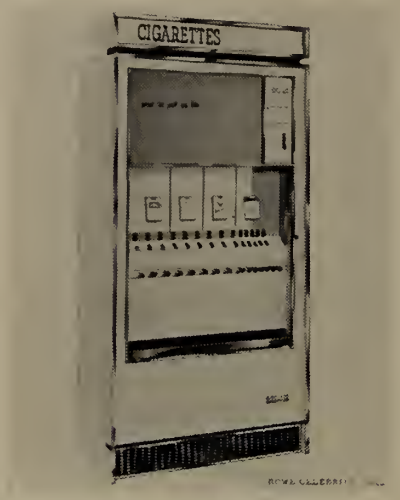
CIGARETTE VENDERS

1962 MODELS

(Continued)

NATIONAL
Consoline 20—850 Packs

ROWE-AC SERVICES
Riviera—800 Packs



ROWE-AC SERVICES
Celebrity—510 Packs

SEEBURG
Model 4E3—825 Packs

UNIMATCHCO
Carton Vender—684 Cartons
Equipped with dollar bill changer

VENDO
Capacity 880 Packs

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CIGARETTE MACHINE MANUFACTURERS

AUTOMATIC PRODUCTS

AUTOMATIC PRODUCTS CO.
(Div. of Gross-Given Mfg. Co.)
301 Chestnut Street
ST. PAUL, MINNESOTA

ANGOTT DISTRIBUTING CO.
2616 Puritan Ave.
Detroit 38, Michigan
BILOTTA ENTERPRISES
224 N. Main St.
Newark, New York
BILOTTS ENTERPRISES, INC.
1226 Broadway
Albany, New York
FLOWER CITY AMUSEMENT CO.
385 Webster Street
Rochester, New York
BRANDT DISTRIBUTING CO.
1809 Olive Street
Saint Louis 3, Missouri
BIRMINGHAM VENDING COMPANY
540 Second Avenue North
Birmingham 4, Alabama
CENTRAL MUSIC COMPANY
1209 Douglas
Omaha, Nebraska
CENTURY MUSIC, INC.
1112 North High Street
Columbus, Ohio
CLEVELAND COIN MACHINE EXCHANGE
2025 Prospect Ave.
Cleveland, Ohio
CLEVELAND COIN MACHINE EXCHANGE
1827 Adams Street
Toledo, Ohio
CULP DISTRIBUTORS
614 W. Grand Ave.
Oklahoma City 2, Okla.
R. C. DeWALT CO.
P.O. Box 491
Easton, Pennsylvania
EMPIRE COIN MACHINE EXCHANGE
1012-1014 Milwaukee Ave.
Chicago 22, Illinois
ELECTRONIC INDUSTRIES CORPORATION
3464 Park Ave.
Montreal 18, Quebec, Canada
F.A.B. DISTRIBUTORS
1019 Baronne Street
New Orleans, La.
HERMITAGE MUSIC CO.
400 4th Ave. So.
Nashville, Tenn.
LEW JONES DIST. CO.
1301 North Capital Ave.
Indianapolis 2, Indiana
B. D. LAZAR CO.
1635 Fifth Ave.
Pittsburgh, Penna.
LeSTOURGEON DIST. CO.
2828 South Blvd.
Charlotte, North Carolina
MID-WEST DISTRIBUTORS
709 Linwood Blvd.
Kansas City, Missouri
ORMATT MUSIC CO.
1269 Madison Ave.
Memphis, Tenn.
PARKWAY MACHINE CORPORATION
715 Ensor Street
Baltimore 2, Maryland
REX-BILOTTA CORPORATION
821 So. Salina Street
Syracuse 3, New York
ROANOKE VENDING MACHINE EXCHANGE
4930 W. Broad Street
Richmond, Virginia
ROANOKE VENDING MACHINE EXCHANGE
625 Ohio Street
Charleston, West Virginia
ROANOKE VENDING MACHINE EXCHANGE
63 Commonwealth Ave.
Bristol, Virginia
ROBINSON DISTRIBUTING CO.
321 Edgewood Ave. SE
Atlanta 12, Georgia
ROYAL DISTRIBUTING CO.
2070 Seymour Ave.
Cincinnati 37, Ohio
GERALD SHEAFOR
4500 Oak Drive
Minneapolis, Minnesota
SOUTHERN AUTOMATIC MUSIC CO.
733 So. Brook Ave.
Louisville, Kentucky
SOUTHERN AUTOMATIC MUSIC CO.
717 No. Capitol Ave.
Indianapolis 4, Indiana
SOUTHERN AUTOMATIC MUSIC CO.
1535 Delaware Street
Lexington, Kentucky
SOUTHERN MUSIC DIST. CO.
503 W. Central Ave.
Orlando, Florida
SOUTHERN MUSIC DIST. CO.
2465 Harper Street
Jacksonville, Florida
STANDARD AUTOMATIC MUSIC CO.
805 Broadway
Little Rock, Arkansas
STRAUSS VENDING MACHINE CO.
1672 Washington Street
Boston, Mass.
FRED STUMM
1012 E. Montgomery Ave.
Philadelphia 25, Pa.
TRI-STATE DISTRIBUTING CO.
1441 Central Ave.
Chattanooga, Tenn.
UNITED DISTRIBUTORS
902 W. Second Street
Wichita, Kansas
WEYMOUTH DISTRIBUTING CO.
2525 W. Pico Blvd.
Los Angeles 6, California
DRACO SALES CO.
2005 W. Alameda
Denver, Colorado
EMARCY DIST. CO.
347 6th Street
San Francisco, Calif.
INTERSTATE DISTRIBUTORS
917 So. State Street
Salt Lake City, Utah
NORTHWEST SALES OF OREGON
1040 S.W. 2nd Ave.
Portland, Oregon
NORTHWEST SALES OF SEATTLE
3150 Elliott Ave.
Seattle, Washington
MR. PAUL HAWKINS
329 E. 7th Street
Tucson, Arizona
BILL WIENER
1615 Avenue "I"
Brooklyn 30, New York
BILL WILLIAMS DIST. CO.
3300 Louisiana Ave.
Houston, Texas
BILL WILLIAMS DIST. CO.
1415 Flores
San Antonio, Texas
THE WURLITZER CO.
78 Brookline Ave.
Boston 15, Mass.
FAESSLER AUTOMATEN A.G.
Bucheggstrasse/Wibichstrasse 25
Zurich 10/37, Switzerland

CIGAROMAT

CIGAROMAT CORP.
1616 Walnut St.
(PHILADELPHIA, PENNA.
(Cigar Venders—Direct)

COAN

COAN MANUFACTURING CO.
2070 Helena St.
MADISON, WISCONSIN
(Company Salesman)

COLE

COLE VENDING INDUSTRIES, INC.
560 West Lake St.
CHICAGO, ILLINOIS
(Company Salesman and Distributors)

CONTINENTAL

CONTINENTAL-APCO, INC.
1270 Avenue of the Americas
NEW YORK, N.Y.
(Company Salesman)

DuGRENIER

ARTHUR H. DUGRENIER, INC.
250 West 57th St.
NEW YORK, N.Y.
(Company Salesman and Distributors)

GARWOOD

GARWOOD METAL CO., INC.
231 North Avenue
GARWOOD, NEW JERSEY
(Distributor List Available On Request)

GORETTA

ANDREW GORETTA & CO.
5209 Euclid Ave.
CLEVELAND, OHIO
(Direct From Factory Reps)

GROCERETTE

GROCERETTE VENDING MACHINES, INC.
40 Atlantic Ave. Suite 7
LONG BEACH, CALIF.
(Carton vendors—Company reps)

NATIONAL

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match)
5055 Natural Bridge Ave.
(Company Salesman)

ROWE-AC

ROWE-AC SERVICES
(Div. of Automatic Canteen Corp. of America)
18 South Michigan Avenue
CHICAGO, ILLINOIS
(See Rowe-AC Phonograph Distributor List, page 23)

SEEBURG

THE SEEBURG SALES CORP.
1500 North Dayton St.
CHICAGO, ILLINOIS
(See Seeburg Phonograph Distributor List, page 24)

SHIPMAN

SHIPMAN MFG. CO.
1320 So. Lorena St.
LOS ANGELESE, CALIFORNIA
(Distributor List On Request)

UNIMATCHCO

UNIMATCHO CORP.
(Div. of Universal Match)
5100 San Francisco Avenue
ST. LOUIS, MISSOURI
(Carton Vendors—Company Reps)

VENDO

THE VENDO COMPANY
7400 East 12th St.
KANSAS CITY, MISSOURI
(Company Salesman)

The new classic in
cigarette merchandising
the "personalized"

RIVIERA

by Rowe

Outstanding Sales Features

- New "personalized" display panel plugs your location, creates interest, conversation.
- Your choice of five dramatic front panel colors: Turquoise, Spring Yellow, Tropic Orange, Twilight Black, Gold White, Charcoal Black or White cabinet colors.
- Sav-a-Match control button. Saves you money by cutting match costs as much as 30%.
- Increased capacity. 20 brands, 800 packs.
- New, easy-view instant action selection keyboard.
- Perfected Rowe mechanism, reinforced steel cabinet, accepts all combinations of coins.

MAKE NEWS—MAKE SALES!
WITH

RIVIERA

ROWE AC SERVICES

Division of Automatic Canteen Company of America
18 South Michigan Avenue, Chicago 3, Illinois

Cash Box
VENDING NEWS
The Vending Machine Industry's Only Newsweekly

Wolff Tells West Coast Finance Group Interstate Will Gross $61 Million

Cites Hospitals, Gas Stations, As Targets

CHICAGO—A $61 million dollar 1962 consolidated sales volume for the Interstate Vending Company, was predicted by President Ronald Wolff in a speech before the Los Angeles Society of Financial Analysts last week. In addition, another $9 million dollars in sales volume was represented by companies 50% owned by Interstate.

While final figures are not yet available, Wolff said, Interstate's 1962 earnings will be about $1.00 a share.

He stated that the recent market action of stock has had little effect on the company's long-range plans.

He stated that one of the company's most significant areas of growth in the future would be automatic food services for industry, offices and institutions.

"This prospect opens up for us industrial plants and institutions with 250 to 800 people. We now have the management techniques and facilities available to operate profitably in areas that in the past were too remote for our organization."

In regard to this, he cited the recent developmental program Interstate has undertaken jointly with the Mobile Oil Company, which will provide for complete automated food services in a number of Mobil service stations throughout the country. He stated that Interstate will open a number of these operations in California beginning the first of next year. About the same time, service station vending operations will also be launched in the East and Midwest.

Another area in which Wolff foresees opportunity for growth is in providing food service for hospitals.

Wolff stated that Interstate has the combined, integrated capabilities to take advantage of all these opportunities. The company's objective, he stated, is a sustained annual growth rate of 15%.

Interstate Vending Company is one of the three largest operators of vending equipment in the country, with over 70 vending and food service divisions and more than 3,000 employees in 29 states.

Shortly after it was founded 7 years ago, Interstate gained national recognition for introducing the first vending equipment to brew and dispense fresh coffee.

The company's services fall into two broad categories—automatic vending and manual food services. Automatic vending services include The Brass Rail Automatic Restaurant, full-line vending, automatic cigarette services and the Perk-O-Fresh coffee service.

The manual food services include The Brass Rail public restaurants, food and refreshment services in recreational areas, contract food management services for industry, hospitals and schools and in-flight catering.

The company went public in November, 1960. Interstate stock is currently being traded Over-the-Counter.

Cole Says His Cig Machine Is Doing Big Location Biz

CHICAGO—Dick Cole, vice-president, Cole vending Industries, stated last week "that when one cuts through the haze and smoke-screens of claims and counter-claims about cigarette vending machine business, one fact stands out with glaring clarity—the Cole Cigarette Machine is doing big business in every location. An integral and welcome part of Cole's Complete 'Matched Line' of vending equipment, the cigarette machine, despite relatively recent appearance, is delivering king-size volume and profits."

Cole stated that the vendor has 20 selections and handily vends either regular, filter or king-size cigarettes from any column. An optional business stimulator, the "Gum and Mint Add-Cessory" is available with the Cigarette Machine. It features a straight 5¢-4 column operation taking 5¢ Dentyne and candy coated gums. Columns taking regular mints and gums are interchangeable. If mints are not used, 142 items can be conveniently handled by the machine, if mints are used it will take 130 items.

The statement was made following a company sales push on the cigarette unit.

Continental Buys Five Operating Firms For $6 Million

Expects Acquisition To Add $10 Million Annually

NEW YORK—Continental Vending Machine Corporation has acquired a group of five vending operations for more than $6-million, it was announced last week by Harold Roth, President of Continental. The Company paid all cash above assumption of liabilities and no stock was involved in the transaction.

According to Roth, the new acquisitions have an approximate combined annual sales volume of $10-million. The operations are Coast to Coast Vending Corp. and Coast Automatic Vending Corp.

Coast to Coast Vending has operations in Orange County, Calif.; San Francisco, Calif.; Buffalo, N.Y. and Miami, Fla. Coast Automatic operates in Los Angeles.

"These acquisitions are consistent with our often-stated policy of gaining properties which supplement our growth program," Roth said.

Continental Vending, listed on the American Stock Exchange, is a leading operator and manufacturer in the fast-growing vending industry.

"Our many firsts have made us the world's largest manufacturer to the vending machine operator," Roth said. "At the same time, the Company is a major in-plant feeder utilizing fully automatic cafeterias which have been installed in such leading industrial facilities as Ford Motor Company, Chrysler Motors, Jones & Laughlin Steel Corp., Parke, Davis & Co., Revlon, Inc., E. I. DuPont de Nemours & Co. and National Lead Company.

Cleveland Coin's Gold Increases Vending Sales

CLEVELAND—One of the prime reasons for Cleveland Coin Machine Exchange's increased volume in business, one-third of which is attributed by prexy Morris Gisser to vending, is the work of vending sales chief Ronald Gold, pictured below. The Dartmouth grad has had five years experience in the business and Gisser claims he's "an expert already." An attorney, an officer of the Good-Will Loan Corp. and a stockholder in the Coin Machine Leasing Corp., Gold "represents the type of individual our industry has badly needed—this youthful outlook will add much to our industry's future growth" according to Gisser.

GOLD AT WORK VIA TELEPHONE

Rowe-AC's Deady Elected To Finance Post

CHICAGO—G. Alfred Deady, controller, Rowe AC Manufacturing Division, Automatic Canteen Co. of America, Grand Rapids, has been elected secretary of the Western Michigan Chapter of the Financial Executives Institute.

At the annual meeting of the organization's Philadelphia Chapter, Edwin W. Keleher, controller, Automatic Retailers of America, was named a director.

Weiner Sole Smokeshop Factory Rep In NY

NEW YORK—Bill Weiner, Eastern Sales Representative for Automatic Products Company, in charge of Smokeshop Cigarette Vendor sales in metropolitan New York, New Jersey and Philadelphia, (as reported in Cash Box last week) will use the facilities of the Lipsky Distributing Company offices as an operating point, but will serve as direct factory representative with Lipsky and other distributors in the sales territory handling the line through Weiner. There is no connection between Weiner and the Lipsky firm, other than the fact that Weiner will conduct his business from the Lipsky address, sharing office facilities. The story which appeared in this space last week erroneously reported that Weiner would work in conjunction with Lipsky on the cigarette line. Art Brier, sales manager of Automatic Products Company, returned last week from a vacation, and conferred with Weiner by telephone regarding sales plans for the fall.

Rowe-AC Conducts Vending School At Jones-Seattle

SEATTLE—Ralph Cragan, Manager of the Seattle Branch of the R. F. Jones Company, reported an attendance in excess of thirty-five for the first in a series of schools conducted on the Rowe Vending line.

The school was held at the R. F. Jones Co. office; 309 Ninth Avenue North; Seattle, Washington; on Thursday July 19th, with Ralph Phipps for Rowe AC Services Field Engineer in charge.

Among those in attendance were: Merle Warehime, Ray Bisterfelt, Robert Stagg, Ken Wilde, Harvey Hillin, Warren Miller, George Costa, Ray Arkills, Bill Acree, James Brown, Bill Bailey, Andy Brojavid, Forrest Thompson, Jim Neil, Gene Mellett, Edwin Gibson, Rudy Petersen, Stan C. Foster, Dale Fisher, Ed Weidman, Julian A. Richardson, Dale Farver, Lela Farver, Erwin Rodgers, Bobby Gene Pierce, Douglas Night, and Ray Larson.

On hand on the Jones Staff to welcome operators and servicemen were Miss Judy Thompson, Bryant Feveryear, Len Galley, and Ralph Perin. Coffee and Donuts were served at the mid point of the session.

The next school is scheduled for Thursday, August 23rd, with another to follow in September.

RALPH PHIPPS, Rowe-AC's field engineer conducts, demonstrates and personally explains the Rowe line to operators during R. F. Jones Seattle school last week.

VENDING MACHINE MFRS. and TYPE EQUIPMENT PRODUCED

ACE CABINET CORP.
(Subsidiary of United States Air Conditioning Corp.)
439 North Terrace Avenue
Mt. Vernon, New York
Clothes dryers

ADAMS & WALLACE CO., INC.
P.O. Box 19144
Indianapolis 19, Indiana
Instant coffee, hot choc., hot and cold pkgd. food, bulk milk.

THE ALASKAN CO., INC.
3127 Dickerson Road
Nashville, Tenn.
Ice

ALD, INC.
7045 North Western Avenue
Chicago, Illinois
Dryclnrs, dryers, washers, extractors, coin changes, laundry supplies

PRISCILLA ALDEN COSMETICS, INC.
422 South Parkway
Clifton, New Jersey
Lipstick, perfume, comb, moist towelette

ALLEN ELECTRONICS, INC.
1941 Hamilton Street
Allentown, Pa.
Instant coffee, cookies, crackers, hot choc, tea, soup.

AMERICAN AUTOMATIC ICE MACHINE CO.
(Division of McQuay, Inc.)
1600 Broadway, N.E.
Minneapolis 13, Minnesota
Ice

AMERICAN COIN LOCK COMPANY, INC.
453 Cottage Street
Pawtucket, Rhode Island
Toilet locks

AMERICAN HYGIENIC CORPORATION
(Division of Delicate Corporation of America)
717 Pine St.
Camden, N.J.
Sanitary napkins

AMERICAN LOCKER COMPANY, INC.
211 Congress Street
Boston, Mass.
Lockers for checking parcels

AMERICAN SCALE MANUFACTURING COMPANY
3206 Grace Street, N.W.
Washington 7, D.C.
Scales

AMERICAN SCIENCE CENTER
5700 Northwest Highway
Chicago 46, Illinois
Telescopes

AMERICAN UNIVEND CORPORATION
10 East 49th Street
New York, New York
Candyroll items, supplies.

ATLAS METAL WORKS, INC.
818 Singleton Boulevard
Dallas 22, Texas
Bottled drinks, laundry

AUTOMATIC PRODUCTS COMPANY
(Division of Gross-Given Manufacturing Company)
301 Chestnut Street
St. Paul 2, Minn.
Cigarettes, component parts

AUTO-PHOTO COMPANY
3300 Central Avenue
Los Angeles 11, Calif.
Automatic photos, voice recordings

AUTO-POP MFG. CO., INC.
14 North Ninth Street Building
St. Louis 1, Mo.
Fresh popped corn

AVENCO (ADVANCE ENGINEERING COMPANY)
2412 University Avenue, S.E.
Minneapolis 14, Minn.
Instant and fresh bru coffee, hot choc., canned food, tea, soup, coin changers, cold drinks

A.V.I.
(Div. of Munves-Moncuri Corp.)
604 Tenth Ave.
New York, N.Y.
Laminating machines, contract work

BLACKSTONE CORPORATION
1111 Allen Street
Jamestown, New York
Washers

BOCK LAUNDRY MACHINE CO.
3600 Summit Street
Toledo 11, Ohio
Extractors

BOWL-O-MATIC
(Division of Automatic Bowl Manufacturing, Inc.)
235 Robbins Lane
Syosset, Long Island, New York
Coin operated bowling pinsetters

K. G. BROWN MFG. CO., INC.
Wickham Avenue
Mattituck, Long Island, New York
Ice, bait, ice cream

C & C MANUFACTURERS & DISTRIBUTORS, INC.
310 North Austin
Dallas 2, Texas
Laundry supplies

CANDIMAT COMPANY OF AMERICA
1616 Walnut Street
Philadelphia 3, Pa.
Candy, cookies, gum

CAVALIER CORPORATION
343 West First Street
Chattanooga 2, Tenn.
Drinks, canned & bottled

CHOICE-VEND
(A Division of the Seeburg Corporation)
3580 Main Street
Hartford, Conn.
Drinks, canned & bottled

CIGAROMAT CORPORATION OF AMERICA
1616 Walnut Street
Philadelphia 3, Pa.
Cigars, gum, candy

CIGAR-PAK VENDORS, INC.
1616 Walnut Street
Philadelphia 3, Pa.
Cigars

W. M. CISSELL MFG. COMPANY, INC.
831 South First Street
Louisville 3, Ky.
Clothes dryers

CLAYMAN-PERRI ENGINEERING CO.
360 Merrimack Street
Lawrence, Mass.
Fresh brew coffee

CLEAN-A-MAT CORPORATION OF AMERICA
P.O. Box 101 Station I
Toledo 14, Ohio
Drycleaners, washers, dryers

CLESCO CORPORATION
(Division of Tenax, Incorporated)
850 Third Avenue
New York 22, N.Y.
Drycleaners, washers, dryers

COAN MANUFACTURING CO.
2070 Helena Street
Madison 4, Wisc.
Candy, gum, cigarettes, instant coffee, hot choc., soup

COFFEE-MAT CORPORATION
107 Trumbull Street
Elizabeth, N.J.
Single cup, fresh brew coffee, hot choc., soup

COFFEE TIME MFG. CO.
5706 North Lagoon
Portland 17, Ore.
Instant coffee

COFFEE TIME OF AMERICA INC.
314 South 12th Street
Omaha, Nebr.
Pre-brew, pastry, hot cans, candy, popcorn, soup

COIN ACCEPTORS, INC.
171 Hereford Street
St. Louis 10, Mo.
Currency and coin changers, components

COIN-CLEAN, INC.
315 American Building
Baltimore 2, Md.
Drycleaners

COLE VENDING INDUSTRIES, INC.
560 West Lake Street
Chicago 6, Ill.
Fresh brew, instant coffee, hot choc., soup, tea, post mix & canned soft drinks, milk shake, fruit drink, hot-cold pkgd. food, cigs, candy, components

COLMA, INC.
70 Piedmont Street
Worcester 10, Mass.
Cologne spray, lotions, supplies products

CONTINENTAL-APCO, INC.
(Subsidiary of Continental Vending Machine Corp.)
1270 Avenue of the Americas
New York 20, N.Y.
Post-mix, pre-mix drinks, fresh brew-instant coffee, hot choc., soup, popcorn, ice cream, hot-cold food, milk, single cup brew, currency changer

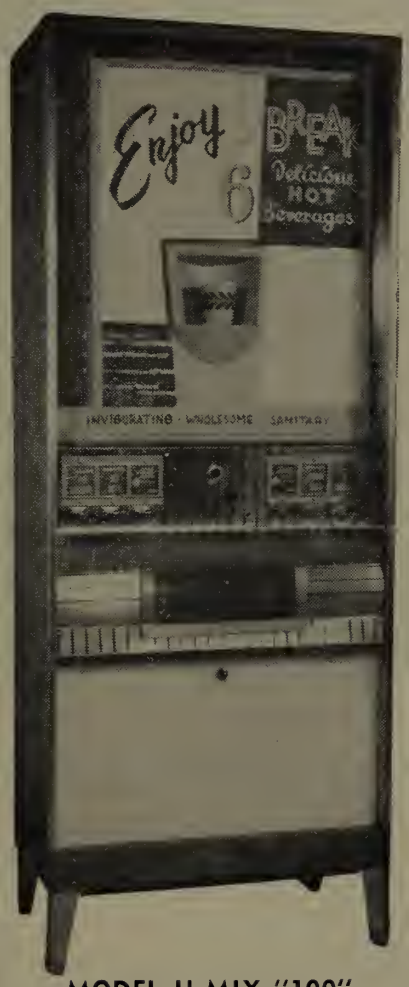
CONTINENTAL MANUFACTURING CO., INC.
Dewey Street
Conway, Pa.
Exercise equipment

CONTINENTAL PRODUCTS INC.
607 East River Drive
Temple Terrace
Tampa, Fla.
Pens, hairdryers

COOK MACHINERY CO., INC.
4301 South Fitzhugh
Dallas 26, Texas
Clothes washers

5 REASONS WHY YOU SHOULD BE A GIEPEN DISTRIBUTOR:

1. NO SERVICE—The Giepen Machines are 100% Guaranteed —tested and proven for two years.
2. LOW SELLING PRICE—Operators pay only $345 for a coffee vender that looks like a large fresh-brew machine costing $1500. You have a good margin of profit and yet operators can afford your new machine.
3. REPEAT BUSINESS—The steady sale of vending supplies—name brand products like Maxwell House Coffee and Soups, Johnson Chocolate, Romanoff Soups—is steady income, yet there's no spoilage, no sanitation problems, no inventory losses. Everything is instant.
4. BIG PROFIT POTENTIAL FOR OPERATORS—Operators can now do business with the "poor" locations because the small-traffic areas pay big profits. No big investment, no maintenance cost, no high priced servicemen. It's like operating cigarettes, but more profitable.
5. VERSATILE—The Giepen machine is adaptable to coffee, hot chocolate, soup, tea, the new Cinch Instant-Shine—schools, offices, wherever people congregate are good locations.



MODEL G.A. "400"

- 6-columns — 65-70 packages to each column — holds a variety of 400 pkgs.
- positive push-pull dispensing mechanism
- trouble-free 4-column cup dispenser, no shifting
- overall dimensions—69" x 26" x 16"
- self-closing pilfer-proof door prevents thefts
- provision for product display, changeable
- water tank measures 6½" x 8" x 14" of special heat resistant glass holds more than 3 gallons
- 500 watt heater, 110 volt immersion heater by G.E.
- constant temperature via thermostat (range 100 to 212 degrees F)
- water supply automatically timed and adjustable
- full access through full-length doors

MODEL U-MIX "100"

- 3-columns — 30-38 pkgs. — each col. holds up to 114 pkgs.
- positive push-pull dispensing mechanism
- trouble-free cup dispenser
- reliable coin mechanism, slug rejector
- full length door permits easy servicing
- faucet features Tamlinson stay-cool non-drip nylon
- same water heater and control features as Model "400" (above)

*optional—continuous water-line hook-up

Talk about new locations!
Here's what MOBIL OIL COMPANY says about Giepen and its profit potential for service stations:

" . . . contact each of the training instructors at the following five (5) Mobil Service Stations and arrange for placement of your machines. . . . We think the results of this program will prove most beneficial to our Mobil Dealer Organization. . . ." (Above letter to Giepen offices available on request)

CALL US TODAY FOR FURTHER INFORMATION

GIEPEN ASSOCIATES, INC.

8538 W. Grand Avenue, River Grove, Illinois

VENDING MACHINE MFRS.—TYPE EQUIP. PRODUCED

THE CORNELIUS COMPANY
2727 North Ferry Street
Anoka, Minn.
Bottled soft drinks

COUNCIL MANUFACTURING COMPANY
420 North Second Street
Fort Smith, Ark.
Ice

CO-VENT MFG. CO.
1605 El Reno Street
Elkhart, Ind.
Instant coffee, hot choc.

DASCO CORPORATION
1021 Eighth Avenue, South
Nashville, Tenn.
Insurance, hosiery, film, flashbulbs, savings deposits, money orders

DEMAY INC.
2641 Decatur Avenue
New York 58, N.Y.
Single cup fresh brew, tea, hot choc., soup

DIAMONDHEAD FOODS CORPORATION OF AMERICA
LeBron Building
314 South 12th
Omaha, Nebr.
Candy, popcorn, laundry supplies, hot cans, potato chips

DILLON MFG. CO.
3206 Grace Street, N.W.
Washington 7, D.C.
Postage stamps

DO-I6 CORPORATION
123 Front Street
Westbury, Long Island, New York
Laundry supplies

DOCUMAT, INC.
84 Fourth Avenue
Waltham 54, Mass.
Photo copy machines

ARTHUR H. DUGRENIER, INC.
15 Hale Street
Haverhill, Mass.
Cigarettes, candy, pastry, sandwiches, cigars, gum, laundry, cookies, hosiery, books

ELECTRO-MATION COMPANY
3415 48th Avenue, North
Minneapolis 22, Minn.
Laundry, garment bags, hangers, laundry bags

ELECTROWARE CORPORATION
1336 West Bancroft Street
Toledo 6, Ohio
Popcorn

EM-RO DISTRIBUTORS
6353 North Broadway
Chicago 40, Ill.
Parking lot gates, ice

ENVIRO EQUIPMENT CORPORATION
369 Linden Street
Brooklyn 27, N.Y.
Ice

THE EXHIBIT SUPPLY COMPANY
4719-21 West Lake Street
Chicago 44, Ill.
Post cards, movie star photos

FAIM ICE COMPANY
1105 West Pico Boulevard
Los Angeles 15, Calif.
Ice

FERROMATIC PRODUCTS
(Division of Ferro Stamping Company)
1367 Franklin Street
Detroit 7, Mich.
Canned soft drinks

FLATTO MANUFACTURING COMPANY
Sames Moore Building
Laredo, Texas
Stamps, combs, pens, pencils

THE FLXIBLE COMPANY
326-332 North Water Street
Loudonville, Ohio
Lockers

FORD GUM AND MACHINE COMPANY, INC.
P.O. Box 192
Akron, N.Y.
Ball gum, candy

FORSE CORPORATION
1500 West Second Street
Anderson, Ind.
Laundry and dryclean ironers

FRIGIDAIRE
(Division of General Motors Corporation)
300 Taylor Street
Dayton 1, Ohio
Drycleaners, washers

FRUIT-O-MATIC MANUFACTURING COMPANY
P.O. Box 551
7855 Sepulveda Boulevard
Van Nuys, Calif.
Refrigerated fresh fruit

GARDNER MANUFACTURING COMPANY
263 Kansas Street
Horicon, Wisc.
Hot canned food, soup, fresh-brew coffee

GARWOOD METAL COMPANY, INC.
231 North Avenue
Garwood, N.J.
Cigars, cigarettes

GENERAL SALES CO. LTD.
Ireland Island
Freeport, Bermuda
U.S.A. Address:
Bankers World Export
1009 East Baltimore St.
Baltimore, Maryland
Contract manufacturer

GENERAL VENDING MACHINE CORPORATION
3338 Chippendale Avenue
Philadelphia 36, Pa.
Bottled, canned drinks

GIEPEN ASSOCIATES, INC.
River Grove, Illinois
Instant coffee, amusement, contract mfr.

GLASCO CORPORATION
(Subsidiary of Universal Match Corporation)
Fifth and Perkins Streets
Muncie, Ind.
Cup milk, milkshakes, pre-mix drinks, hot-cold sandwiches

BILL GLOVER, INCORPORATED
5204 Truman Road
Kansas City 27, Mo.
Drycleaners, washers

GOLD MEDAL PRODUCTS COMPANY
1825-39 Freeman Avenue
Cincinnati 14, Ohio
Pre-popped popcorn, pre-packaged detergents

ANDREW GORRETTA & COMPANY
5209 Euclid Avenue
Cleveland 3, Ohio
Cigarettes

GRISWOLD VENDING COMPANY
(Division of Northwest Automatic Products Corporation)
1204 Chestnut Avenue
Minneapolis 3, Minn.
Pre-brew coffee, bulk milk, packaged merchandise

GROCERETTE VENDING MACHINES, INC.
40 Atlantic Avenue—Suite 7
Long Beach 2, Calif.
Cartons of cigs., groceries, genl. mchdse.

HAMILTON SCALE COMPANY
3350 Secor Road
Toledo 6, Ohio
Scales, turnstile actuators, coin changers

HAMMOND INDUSTRIES, INCORPORATED
P.O. Box 115
3024 North Lindbergh Boulevard
St. Ann, Mo.
Drycleaners, washers, extractors

FRED HEBEL CORPORATION
(Subsidiary of Rock-Ola Manufacturing Corporation)
800 North Kedzie Avenue
Chicago 51, Ill.
Ice cream, instant and fresh brew, hot choc., cigarettes

THE HEINZ MANUFACTURING COMPANY
P.O. Box 524
Bristol, Conn.
Bulk products, cartoned milk, bottled milk, newspapers, magazines, fruit juice

HILSON INDUSTRIES, INC.
5300 Vine Street
Cincinnati 17, Ohio
Ice

HILSUM SALES CORPORATION
(Subsidiary of American Sumatra Tobacco Corporation)
344 North East 61st Street
Miami 37, Fla.
Stamps, candy, cigars, cigarettes, newspapers, magazines

HOFFMAN INTERNATIONAL CORPORATION
105 Fourth Avenue
New York, N.Y.
Dryclnrs., washers, extractors, hair dryers, supplies

HORD-LYNNWOOD CO.
Tebbetts, Mo.
Bulk milk, milk shakes

HOYT MANUFACTURING CORPORATION
251 Forge Road
Westport, Mass.
Drycleaners, washers, dryers

HUEBSCH ORIGINATORS
3726 North Booth Street
Milwaukee 1, Wisc.
Clothes dryers

IDEAL-O-MATIC, INC.
3201 West Alberta Street
Columbus 4, Ohio
Bottled, canned drinks, cartoned milk

INTERBOROUGH NEWS COMPANY, MACHINE SALES DIVISION
76 Ninth Avenue
New York 11, N.Y.
Gum, candy

INTERNATIONAL DUPLEX CORP.
1355 Market Street
San Francisco, Calif.
Dryclnrs, washers, dryers

INTERNATIONAL MUTOSCOPE CORPORATION
44-02 11th Street
Long Island City 1, New York
Auto. photo, voice recordings, books, magazines, laminating machines, handkerchiefs, sanitary napkins

INTERNATIONAL VENDING MACHINES, INC.
5856 North Port Washington Road
Milwaukee 17, Wisc.
Popcorn

JAMES F. JAE & ASSOCIATES
Box 131
Bourbon, Mo.
Magazines, newspapers

JENNINGS AND COMPANY
(Division of Hershey Manufacturing Company)
4309 West Lake Street
Chicago 24, Ill.
Canned, cartoned, bottled milk, canned drinks, groceries

JOHNSON FARE BOX
(Subsidiary of Brewer, Inc.)
4619 Ravenswood Avenue
Chicago 40, Ill.
Coin changers

LA CROSSE COOLER CO.
2809 Losey Boulevard, South
La Crosse, Wisc.
Bottled soft drinks

LAND TRAVEL INSURANCE CORP.
52 Broadway
New York 4, N.Y.
Insurance

MALKIN-ILLION COMPANY
400 Coit Street
Irvington 11, N.J.
Cigars

W. MANNHARDT & SON, INC.
7916 West Grand Avenue
Chicago 35, Ill.
Ice

MARVEND, INC.
Damar Road
Marietta, Ga.
Instant coffee, hot choc., soup, tea, pencils, candy, potato chips

MAYVILLE METAL PRODUCTS COMPANY
First and Highland
Mayville, Wisc.
Contract mfrs., also components

MECHANICAL SERVANTS, INC.
6610 North Clark Street
Chicago 26, Ill.
Combs, sanitary napkins, lipstick, ball pens, toys, perfume

MECHANICAL STORES, INC
344 Commerce Avenue, S.W.
Grand Rapids 2, Mich.
Cookies, groceries, cartoned milk, bottled and canned drinks

MERCURY INTERNATIONAL
P.O. Box 90367
5800 Avion Drive
Los Angeles International Airport
Los Angeles 45, Calif.
Insurance

METERFLO DISPENSERS, INC.
2534 South 11th Street
Niles, Mich.
Juices, bulk milk

THE MICRO-DINE CORP.
6425 Oxford Street
Minneapolis 26, Minn.
Hot-cold pkgd. food

MODEL PACKAGING CORP.
928 Portage Trail
Cuyahoga Falls, Ohio
Currency changers, handling

NATIONAL CLEAN MART CORP.
3890 Forest Street
Denver 7, Colo.
Dry clnrs., dryers, washers, extractors, changers

NATIONAL REJECTORS, INC.
(Subsidiary of Universal Match Corporation)
5100 San Francisco Avenue
St. Louis, Mo.
Currency changers, coin changers, cup venders, components

NATIONAL ROCKET DISTRIBUTORS, INC.
2350 West 58th Street
Chicago 36, Ill.
Car wash equipment

NATIONAL SANITARY LABORATORIES, INC.
6652 North Western Avenue
Chicago 45, Ill.
Sanitary napkins, combs, vial-pkgd. mchdse., blades

NATIONAL VENDORS, INC.
(Subsidiary of Universal Match Corporation)
5055 Natural Bridge Avenue
St. Louis 15, Mo.
Cigarettes, candy, gum, mints, cookies, crackers, pastry, refrigerated sandwiches, hot cans, genl. mchdse.

THE NIK-O-LOK CO., INC.
422 East New York Street
Indianapolis 2, Ind.
Toilet locks

NORGE SALES CORPORATION
(Subsidiary of Borg-Warner)
Merchandise Mart Plaza
Chicago 54, Ill.
Dryclnrs., washers

NORRIS DISPENSERS
2720 Lyndale Avenue, South
Minneapolis 8, Minn.
Cartoned-bottled milk, juice

NORTHEAST MAESTRELLI, INC.
189 Jefferson Avenue
Salem, Mass.
Dryclnrs.

THE NORTHWESTERN CORP.
East Armstrong Street
Morris, Ill.
Bulk nuts, gum, candy, stamps

PACIFIC NIK-O-LOK CO., INC.
Pacific Electric Building
Los Angeles 14, Calif.
Toilet locks

PACKARD BALL PEN
28 East 22nd Street
New York 10, N.Y.
Pens

PARRISH METAL-CRAFT CO.
1 East State Street
Geneva, Ill.
Bulk, cookies, candy, gum

PELLERIN MILNOR CORP.
P.O. Box 19264
New Orleans 19, La.
Washers

PERK-ETTE, INC.
1470 South Michigan Avenue
Chicago 5, Ill.
Fresh brew coffee

PHILCO CORPORATION
Tioga and C Streets
Philadelphia 34, Pa.
Dryclnrs., washers

PLASTIC VENDING MACHINES, INC.
58 Methyl Street
Providence 6, Rhode Island
Book matches

PLASTI-KLAD DIVISION, PARAVOX, INC.
P.O. Box A-613
3070 Northeast 12th Terrace
Fort Lauderdale, Fla.
Laminating machines

POLICY-MATIC CORPORATION OF AMERICA
1776 Peachtree Building
Atlanta, Ga.
Insurance

PORTA-BILT, INC.
(Subsidiary of Crossland Industries Inc.)
P.O. Box 207
Crossville, Tennessee
Dryclnrs., extractors, dryers, washers

POSTAGE STAMP MACHINE COMPANY
2008 Utica Avenue
Brooklyn, New York
Stamps

PRECISION METALCRAFT, INC.
(Subsidiary of Electro Med. Inc.)
4787 France Avenue North
Minneapolis 22, Minnesota
Cigarettes, candy, cookies, laundry supplies

PUBLISHERS VENDING, INC.
1201 South Clover Drive
Minneapolis 20, Minnesota
Newspapers, magazines, books

QUIK CHEK ELECTRONICS & PHOTO CORPORATION
5212 Pulaski Avenue
Philadelphia 44, Pennsylvania
Tube testers, photos

QUICK VALET CO.
(Division of Krueger-Sparmac, Inc.)
P.O. Box 196
Marcus Whitman Hotel
Walla Walla, Washington
Coin operated finishing cabinet for clothes

REDWOOD PAPER COMPANY
1011 West Edwards Street
Springfield, Illinois
Notebooks, pens, pencils

REFRIGERATION ENGINEERING COMPANY
Montgomery, Minnesota
Cartoned milk

RELIANCE PEN AND PENCIL CORP.
22 South Sixth Avenue
Mount Vernon, New York
Pens, pencils, supplies

ROBCO CORPORATION
235 West Main Street
Patchogue, Long Island, New York
Dryclnrs., washers, extractors

ROCK-OLA IVI CORPORATION
(Subsidiary of Rock-Ola Manufacturing Corporation)
800 North Kedzie Avenue
Chicago 51, Ill.
Fresh brew coffee, hot choc., bulk soup, tea, ice cream, instant coffee, cigarettes, bulk milk, post-mix soft drinks

ROWE-AC SERVICES
(Division of Automatic Canteen Company of America)
18 South Michigan Avenue
Chicago 3, Ill.
Cigarettes, post-mix drinks, batch fresh brew-single cup fresh brew coffee, hot choc., tea, soup, candy, pastry, hot and cold pkgd. food, sandwiches, pkgd. gum, bill changer, coin handling equipment, components

RUDD-MELIKIAN, INC.
300 Jacksonville Road
Hatboro, Pa.
Single cup fresh brew, liquid concentrate, powdered coffee, tea, soup, hot choc., cartoned milk, hot-cold pkgd. food, pastry, cookies, crackers, fruit, post mix drinks.

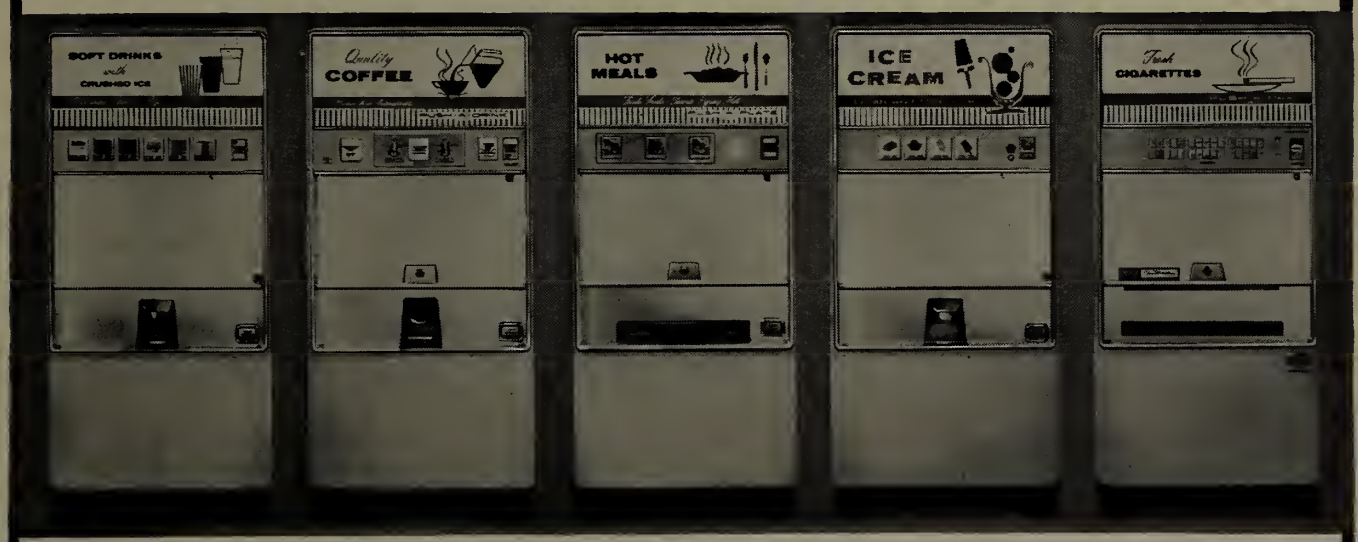
S AND S PRODUCTS, INC.
West Grand Avenue
Lima, Ohio
Bottled-canned drinks

S AND S VENDING MACHINE CO.
670 Lincoln Avenue
San Jose, Calif.
Ice

SAHARA PRODUCTS
(Division, Schmidt Manufacturing Company)
135 Court Street
New Bedford, Mass.
Dryclnrs., washers, extractors

Versatility!

This is the famous Continental "30" — the world's most versatile cigarette salesman. Lets you sell as many brands as you want. Lets you stock up to 830 packs if you need to. The industry's most distinguished salesman. Its handsomely designed cabinet comes in a wide variety of colors, wood grains and vinyl finishes. Features Push-A-Pak Selector Buttons and illuminated coin-entry plate. And inside...the industry's most advanced mechanism, for guaranteed service-free performance. The Continental "30" is now on thousands of locations all over the country, building profits 2 ways: 1) increasing volume, and 2) reducing service costs. Put this super-salesman to work for your locations.



Unity!

Full-line vending calls for unity of equipment — matched-quality as well as matched-styling. Every Continental-Apco machine in this line-up is designed and engineered to perfection. / The SodaShoppe that is the standard of the industry. / The Tobacco Shoppe "30" (formerly "Corvette"), a cigarette vendor that has increased volume and reduced service costs in every location. / The NEW Autotronic CoffeeShoppe Fresh Brew (with fluid or dry cream) that serves the finest cup of coffee ever vended. / The NEW Autotronic Ice Cream Shoppe with complete automatic defrosting system. / The NEW Autotronic Hot Food Shoppe that serves a hot meal from the deep frozen state in one operation. The line-up you've been waiting for!

CONTINENTAL-APCO INC.

THE WORLD'S FOREMOST PIONEERS OF AUTOMATIC VENDING EQUIPMENT
A Division of Continental Vending Machine Corp.
1270 Avenue of the Americas (Rockefeller Center), New York 20, N. Y. PLaza 7-3123

AND COMING SOON! New Autotronic Dari Shoppe ■ New Autotronic Single-Cup Brewed CoffeeShoppe ■ New Autotronic All-Purpose Vendor for both hot and cold service ■ New Autotronic Candy Shoppe ■ New Autotronic Pastry Shoppe ■ New Autotronic Dollar and Five-Dollar Bill Changer

The Search Goes On For Fish And Chips

President Of Britain's "N.A.M.A." Surveys 33 Years On The Vending Scene

It is an honour to be a member of the Automatic Vending Machine Association. Its officers are keen experienced people dedicated to a career of tremendous variety and excitement. It has been the experience of those who come into Automatic Vending to be stimulated by the rapid changes and developments on all sides of the industry. There appears to be no limit to the inventiveness of designers and manufacturers. New ideas constantly come from the drawing boards and prototypes roll from the factory with enthusiasm. Alas, not all survive the experience of life. Some flop at once, some linger and fade, and many more are superseded by immediate improvements. Gimmicks and Gadgets abound. Numerous are those who have rushed in with something 'new' only to retire from the arena where only the prudent remain. 'Prudence and Adventure' could well be the motto of our industry. Nevertheless, those who have come and gone are richer in experience if poorer in pocket. Any slight contact with our activities gives a stimulus to thought (and hopes!) that is unique in the world of commerce. The fascination of the potential of this trade is absorbing. Just one example will suffice; large rewards are offered for the introduction of a 'Fish and Chips' automatic machine. Many thousands of pounds have been spent on this one project alone. Designs and machines have been demonstrated, as stimulating and as delicate as the 'Delicacy' to be vended. The skill, energy and imagination of our craftsmen assures success for this truly British venture.

Our contribution to 'gracious living' is of great importance. Foods and liquids are stored to ensure perfect condition when automatically vended and consumed. Wide varieties of articles automatically vended, save on labour costs, leave more time for leisure. Smokeless fuels automatically vended, help keep the air clean and assist the Health Authorities in 'Smokeless Zones.' The dirt and untidyness of coal handling have been eliminated by automatic vending.

Cigars or Nuts—all are available in automatic vending. In the field of education we offer books and magazines. By continual campaigns we are teaching the new generation of the population that it is 'not done' to kick the 'daylights' out of a machine, biting the hand that feeds more and more Britons each year.

We urge that the services of vending machines be used and not abused and that the term "slot machine" be dropped in favour of the more dignified and correct nomenclature. Vandalism is on the wane. New citizens demand the advantages of automatic vending, buy from them and appreciate the service.

The European Common Market is a common topic. Million more will benefit from the skill and integrity of British manufacture. Easy and positive introduction of British goods will be made from skillfully sited automatic vendors. Pasta, Schnitzel, Smorrebrod, Viands and Saurkraut will be new and bewildering names in the minds of the members of the Association in the forward march to conquer fresh fields.

The automatic Vending Machine Association—the United Kingdom version of the N.A.M.A. has been in existence since 1929. In all thirty three years it has sought to protect the public and the trade from misrepresentation and plain fraud. Its code of ethics sets a high standard of integrity among its members. A voluntary code of hygiene far and away exceeds the maximum requirements of Public Health Authorities. It is a proud and jealous association. It has supported its members through the Law Courts by voluntary contribution to the costs. It has demonstrated its solidarity on Government Commissions and Enquiry Boards. Right now it is advising the committee reporting on a change to decimal coinage. Meetings are fully attended. Hot issues, such as lung cancer are freely discussed at its deliberations. It is one of the liveliest trade associations in Great Britain. Its future plans will be to widen the door to Associate-membership. Small operators will be taken under its protective wing and an eagle eye kept open for any 'Blue Sky' activities. Its strength and power are ever on the upgrade.

Gloster Intros Cold Drink Machine, Vends Toys From Pastry Units

LONDON—Gloster Equipment Ltd. (member of the Hawker-Siddeley Group) have just introduced a new refrigerated automatic vending machine to cater for the current demand for an 'ice-cold cup' beverage vendor —the Gloster VM 43. The machine is similar in construction to the VM 36 'hot beverage' vendor except that the heater has been replaced by a ¼ h.p. Prestcold refrigeration unit. The VM 43 has a capacity for 300 6-7 oz. cups. The machine, which offers four selections, has been designed to fit into the comprehensive range of Gloster 'Show-case' machines or stand individually in any environment.

Another new machine is the Gloster carton vendor VM 35/47—a two-selection machine designed for both indoor and outdoor sites. It holds a total of 120 half-pint cartons; 60 cartons per selected drink.

Both these machines will be on show at the International Factory Equipment Exhibition to be held at Manchester from September 19th-28th.

Proving a great success at seaside resorts this summer is the Automatic Gift Shop. Basically, this is a Gloster BM 25 five-selection pastry and snack vendor, which has been redesigned as a gift vendor for children, compartments taking such commodities as dolls, model cars, compasses etc. The machine has the advantage of a clear shopping window which shows the gifts to the best advantage; the vendor can be loaded very quickly and the compartments can be quickly adjusted to vend at either 6d or 1/-.

TOYS FROM A LONDON VENDER

VENDING MACHINE MFRS. TYPE EQUIPMENT PRODUCED

SANITEX COMPANY
14182 Meyers Road
Detroit 27, Mich.
Sanitary napkins

SCHIERMACK PRODUCTS CORP.
1164 West Baltimore Avenue
Detroit 2, Mich.
Stamps

J. SCHOENBACH COMPANY
715 Lincoln Place
Brooklyn 17, N.Y.
Stamps

SCHOOL SUPPLY SERVICE CO.
12801 South Halsted Street
Chicago 28, Ill.
School supplies

THE SEEBURG CORPORATION
1500 North Dayton Street
Chicago 22, Ill.
Cigarettes, single cup fresh brew, soup, tea, hot choc., post mix drinks, bottled and canned soft drinks, candy, cookies, cartoned milk, pastry, components

SELECTIVEND CORPORATION
1111 South 12th Street
Kansas City 5, Kans.
Bottled soft drinks

SHAV AIR OF AMERICA, INC.
1930 Fulton National Bank Building
Atlanta 3, Ga.
Sterilized shaver

WILLIAM F. SHEPHERD, INC.
1747 Central Avenue
Cincinnati 14, Ohio
Candy, cookies, detergent, bleach

R. H. SHEPPARD CO., INC.
101 Philadelphia Street
Hanover, Pa.
Ice

SHIPMAN MANUFACTURING CO.
1320-30 South Lorena Street
Los Angeles 23, Calif.
Cigarettes, candy, cookies, gum, stamps, insurance

E. J. SHURTZ MFG. CO.
622 Commerce
Wichita 2, Kans.
Ice

SMALL EQUIPMENT SALES CO.
(Division of McGraw-Edison Company)
5010 Section Avenue
Cincinnati 12, Ohio
Dryclnrs., washers, dryers

SOLUPAK COMPANY
5727 West 36th Street
Minneapolis 16, Minn.
Laundry supplies

SPECIALTY ENGINEERING CORP.
8708 Directors Row
Dallas 7, Texas
Pre-mix drink

SPECIALTY VENDORS, INC.
9 West Prospect Avenue
Mt. Vernon, N.Y.
Plastic bandage strips

SPEED QUEEN
(Division of McGraw-Edison Company)
Ripon, Wisc.
Dryclnrs., clothes washers

SQUARE MANUFACTURING CO.
(Subsidiary of Interstate Vending Company)
251 University Avenue
Chicago 11, Ill.
Post-mix soft drinks, fresh brew coffee, hot choc., soup

STAMPMASTER
(Division, Minnesota Electronics Co.)
2233 University Avenue
St. Paul 14, Minn.
Stamps

STANCRAFT
(Division of Standard Packaging Corporation)
1286 University Avenue
St. Paul 4, Minn.
Greeting cards

STANDARD, INC.
7523 Asher Avenue
Little Rock, Ark.
Dryclnrs., washers

STANDARD CHANGE-MAKERS, INC.
(Subsidiary of The Nik-O-Lok Co., Inc.)
422 East New York Street
Indianapolis 2, Ind.
Coin changers, currency changers, components

STANDARD-HAVARD METAL TYPER, INC.
1318 North Western Avenue
Chicago 22, Ill.
Identification discs, name plates

STEELMADE, INC.
220 West 86th Street
Minneapolis, Minn.
Canned hot food, bottled-canned soft drinks

STEEL PRODUCTS COMPANY
40 Eighth Avenue, S.W.
Cedar Rapids, Iowa
Hot-cold paper cups, hot food containers, soup, tea, instant coffee

L. STEINER MFG. CO.
45 Bergen Street
Brooklyn 1, N.Y.
Candy, laundry supplies

SUPERIOR MANUFACTURING COMPANY
2144 Ashland Avenue
Evanston, Ill.
Cigarettes, gum, hot dogs

SUSSEX ELECTRONICS, INC.
P.O. Box 430
Georgetown, Delaware
Gasoline

TRAVEL-GARD INSURANCE AGENCY, INC.
8230 Forsyth Boulevard
St. Louis 5, Mo.
Insurance

TYLER REFRIGERATION CORP., CHAMPION VENDER DEPT.
1329 Lake Street
Niles, Mich.
Bottled soft drinks

U. S. VENDING CORPORATION
140 53rd Street
Brooklyn 32, N.Y.
Ice

UNEEDA SHOE SHINE MACHINE CO.
(Subsidiary of Acme Sales Co.)
552 West 53rd Street
New York 19, N.Y.
Shoe Shine Machines

UNIMAC COMPANY
802 Miami Circle, N.E.
Atlanta 5, Ga.
Dryclnrs., washers, dryers

UNIMATCHCO MERCHANDISER
(Division of Universal Match Corporation)
5100 San Francisco Avenue
St. Louis 15, Mo.
General mchdse, cartoned cigarettes, tickets

UNITED SOUND & SIGNAL CO.
Second and Chestnut Streets
Columbia, Pa.
Newspapers, magazines, soft drink

UNIVERSAL METAL PRODUCTS CORPORATION
(A Subsidiary of Universal Match Corporation)
5661 Natural Bridge Avenue
St. Louis 20, Mo.
Dryclnrs.

VAMCO CORPORATION
333 Atlantic Avenue
Brooklyn 1, N.Y.
Dryclnrs, washers

VARI-VEND, INC.
1323 South Michigan Avenue
Chicago 5, Ill.
Hot-cold pkgd. food, groceries, currency handling equip. for genl. mchdse.

VEND-A-BOX, INC.
811 Race Street
Cincinnati 2, Ohio
Popcorn

VEND-A-KIT CORP.
(Division of Bronco Modelcraft, Inc.)
55 West 17th Street
New York 11, N.Y.
Hobbykits

VENDAVERSAL MANUFACTURING CORPORATION
210 East Manville
Compton, Calif.
Insurance, soft drink cans, peanut butter

THE VENDO COMPANY
7400 East 12th Street
Kansas City 26, Mo.
Pre-mix and bottled drinks, cartoned milk-juice, ice cream, fresh brew coffee, hot choc., hot-cold pkgd. food, cookies, crackers, nuts, groceries, rack mchdsr., instant coffee, tea, hot canned food

VEND-O-MATIC SALES, INC.
5224 Hanson Court
Minneapolis 22, Minn.
Hot cans, fresh-brew and instant coffee, milk shakes, soup, tea, parts

VENDORLATOR MANUFACTURING COMPANY
(Division of The Vendo Company)
2550 South Railroad Avenue
Fresno, Calif.
Bottled, canned, premix soft drinks, fruit juice

VENDOTRONICS CORP.
572 Merrick Road
Lynbrook, N.Y.
Popcorn

VEND-RITE MANUFACTURING CO.
(Division of R. J. Tennes & Company, Inc.)
1536 North Halsted Street
Chicago 22, Ill.
Laundry supplies, gum, candy, pens, pencils, changers

VIC MANUFACTURING CO.
1313 Hawthorne Avenue
Minneapolis 3, Minn.
Dryclnrs.

VICTOR PRODUCTS CORP.
901 Pope Avenue
Hagerstown, Md.
Pre-mix, post-mix, bottled-canned soft drinks, bulk milk, instant coffee, juice, hot choc., parts

VICTOR VENDING CORP.
5711 West Grand Avenue
Chicago 39, Ill.
Bulk gum, candy, nuts, pens, changers

WALLENS & CO., INC.
Seymour and Carthage Avenue
Cincinnati 12, Ohio
Groceries

(cont'd on page 68)

coffee vending profits depend upon . . .

QUALITY
DEPENDABILITY
SERVICEABILITY
COMPLETENESS

and most important of all . . .
A GOOD CUP OF COFFEE!

ROCK-OLA

offers *all* this *plus* product versatility that enables you to build up your locations to maximum efficiency . . . which means *maximum* profit!

look to ROCK-OLA for advanced products for profit

ROCK-OLA IVI CORPORATION
800 N. KEDZIE AVE. • CHICAGO, ILL.

SINGLE CUP FRESH BREW COFFEE VENDOR

ROCK-OLA MODEL 1400-S. Brews the best cup of fresh-roasted coffee ever, a single cup at a time. Serves it four ways. Dispenses delicious hot whipped chocolate and tasty tempting whipped soup, too! All dry ingredients—no refrigeration. Ideal for average location, has a cup capacity of 420 squat designed cups. Requires only 15 amps. of power and 5 pounds of outside water pressure. May be installed practically anywhere. Serviced from the front with ease—full swing out door—self-cleaning brew system. All metal construction, colorfully illuminated, has gleaming metal appointments. Styled to stop 'em. Serves a cup of coffee that keeps them coming back again and again. A proven profit maker! Cabinet measures 72-inches high, 29-inches wide and 23-inches deep. Shipping weight—500 lbs. Model 1400 (same as Model 1400-S without Hot Whipped Soup).

ROCK-OLA 1300. SINGLE CUP FRESH BREW VENDOR. Brews fresh roasted coffee a cup at a time, served with refrigerated fresh cream, liquid sugar. Also dispenses delicious hot whipped chocolate.

ROCK-OLA 3400. COFFEE AND HOT DRINK VENDOR. Serves soluble coffee, powdered creme, granulated sugar. Also serves delicious hot whipped chocolate.

MODEL TRLB-M. BATCH BREW-VENDOR. Batch brew, using freshly roasted coffee, refrigerated fresh cream, liquid sugar. Also serves delicious hot whipped chocolate or soup.

ROCK-OLA IVI

ROCK-OLA IVI CORPORATION
800 N. KEDZIE AVE. • CHICAGO, ILL.

Please send me detailed information about the following ROCK-OLA Coffee Vendors. (Without obligation, of course.) . . . . . (Check)

☐ Model 1400 ☐ Model 1300 ☐ Complete Product line
☐ Model 3400 ☐ Model TRLB-M ☐ Please have Salesman call

Name_____

Address_____

City_____ Zone____ State_____

There is no substitute for quality & dependability. Make this your one source for purchasing everything coin-operated.

MUSIC

While this group lasts
WURLITZER
1 1600
4 1250
1 1430
2 1650AF
$75.00 ea.

A.M.I.
6 D-40
2 C-40
1 E-80

ROCKOLA
1 1428
2 1432
4 1438

A. M. I.

E-120	$150
F-120	175
G-120	225
G-200	175
H-120	350
I-200E	445
J 200	575
J 120	425
K 100E	495
K 200	635
Continental	550
I-120	375

ROCKOLA

1425-200	$445
1446-120	150
1448	265
1465	310
1455-200	265
1475	495
1468-120	445

WURLITZER

1800	195
1900	275
2000	250
2100	275
2150	285
2200	425
2300S	485
2400S	585
2410S	550
2500S	725
2510S	725

SEEBURG

100B	125
100C	150
100G-W	275
V-200	175
VL-200	210
KD-200	325
100R	325
200	625
222	650
201	575
161	585

ARCADE EQUIPMENT

Auto Photo #9	$ 825
Auto Photo #11	1850
Capitol Midget Movies	$125
Capitol Panorams	295
Art Movies	
Panoram, new	595
C.C. Pro Basketball	450
C.C. All Star Goalee	450
Shoe Shine Maehine	150
Ex. Hi-Ball	75
Geneo 2 Pl. Basketball	175
See-A-View	75
Wms. Road Raeer	450
Cross Country Drivemobile	250
Piteh'm-Bat'm	125
Kissin' Kupids, new	179
Muto. Drivemobile	$150
Under-Sea Raider	175
Evans Bat-A-Seore	125
Peppy the Clown	195
Standard Metal Typer	225
Harvard Metal Typer	195
Mid. Red Ball	175
Sidewalk Engineer	125
Crane	125
Motorama	175
Spaee Age	195
Keeney League Baseball	125
Mere. Floor Grip	85
Lord's Prayer	125
Goalee	110
Bally Golf Champ	175

BINGOS

Lotta Fun	$375
Beaeh Time	275
Big Show	110
Ballerina	375
Broadway	110
Cypress Garden	225
Key West	110
Miss Ameriea	225
Miami Beaeh	100
Nite Club	110
Show Time	125
Sea Island	395
Sun Valley	225
Tooeh Down	285

KIDDIE RIDES

BRAND NEW

Highway Patrol with sound	$695
Indian Scout	695
Wells Fargo	525
Fire Engine	525
Cow Pony	525
Santa Fe Express	525
Musieal Ferris Wheel w sound	695
Whirley Bird w sound	695
Helieopter w sound	695

USED

Spaee Ship	$275
Boat Ride	275
Donald Duek	250
Elsie the Cow	225

USED (eontd.)

Ferdinand the Bull	$225
Twin Merry-Go-Round	295
Old Smokey	275
Toonerville Trolley	375
Big Broneo	295
Champion Horse	325
Meteor Hot Rod	225
Twin Horse Stage Coaeh	425
Junior Jet	175
Red Nose Reindeer	225
Sandy Horse	350
Pony Epxress	175
Sit Down Driveyourself	375
Turn Pike Auto Test	675
Aoto Test	425

SUPER CRANES
one free with ten
$325 each

GUNS

Ex. Space Gun	$125
Silver Bullet	125
Gun Patrol	110
Jet Gun	110
Six Shooter	110
Pop Gun Cireus	250
Shooting Gallery	135
510 Snooting Gallery	135
State Fair	195
Sky Gonner	125
Gun Club	195
Cireus Gun	275
Keeney Sportsman	$150
Keeney Air Raider	150
Atomie Bomber	100
Mut. Sky Fiter	125
Mid. Shooting Gallery	275
Safari Gun	175
Seeburg Bear Gun	175
Seeburg Coon Gun	175
Bonus Gun	195
Carnival	150
Vanguard	275
Polar Hunt	165

CLEVELAND COIN
MACHINE EXCHANGE, INC.
M. S. GISSER (Sales Manager)
2027 Prospect Ave. Cleveland 15, Ohio
All Phones Tower 1-6715 Cable—CLECOIN

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DAVIS
has a "HIT RECORD"
in the used equipment export field . . .

The Davis World Export Corp. guorontee is synonymous with top quality used music and vending equipment the World over. An exclusive Seeburg foctory distributor, Davis offers . . .

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DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS DAVIS

California Clippings

Distributors and One-Stops seen along Pico Blvd. this week, were saddened by the news that Frank Lamb, well known operator in Montebello, passed away 7/24. . . . A carload of new phonographs arrived at the Wurlitzer Factory Branch and John Scavarda informed that most of the used equipment moved, the past week. Cliff Nugent returned from Fontana & Santa Barbara calling on OP's, and Clayton Ballard is covering the Orange County area.

Henry Leyser of Associated Coin, Oakland and Bob Timm of Gaming Supplies, Las Vegas, both were in town & visited Simon Distributing Co. Sonny Lomberg returned from a successful business trip to the mountains. . . . At American Coin Machine the shop has been actively employed this week with repairs on games and phonographs.

George Sharkiris paid a visit to the California Music Co. promoting his new Capitol L.P., "George Shakiris." Business continues to be very good with record sales on an increase. . . . At Duarte International Sales Co. the shop has been working overtime to prepare export orders for shipment to Hong Kong & Penang. Joe Duarte was happy to receive a visit from Harry Rooklyn of Sydney, Australia, and Leo Jensen from Copenhagen, Denmark.

Hank Tronick of C. A. Robinson & Co. reports that the recent introduction of many new games has provided the operator with a great deal of flexibility, in covering the various types of locations, and has also held sales at a steady pace. . . . At Paul Laymon Inc. Don Peters returned from a fishing trip on the Colorado River, and Mrs. Paul Laymon is planning a 10-day trip to Hawaii.

Dave Block of Mercury Record Distr. brought Tom Bonetti, reg. sales mgr., to the Leuenhagen "Record Bar," while showing Tom the town & visiting other one-stops. Janet Devaney of Dot Records also stopped by with a new release, "My Blue Heaven" by the String-A-Longs. . . . Bill Weikel, sales mgr. of Fischer Mfg. Co., was in town visiting with Bill Happel at the Badger Sales Co. C. S. Britain field eng. for Seeburg, conducted a successful service school in San Diego, with most of the operators in the area in attendance. Marshall Ames just recently relinquished the lead in the golf tournament to Leo Simone, who is playing probably the hottest rounds of golf since the competition started, according to Marshall.

Vending Machine Mfrs. (continued from page 66)

THE JACK WEBB CORP.
Lime Rock, Conn.
Hot canned foods

WESTINGHOUSE ELECTRIC CORPORATION
653 Page Boulevard
Mansfield, Ohio
Bottled soft drinks

WESTINGHOUSE ELECTRIC CORPORATION
246 East Fourth Street
Mansfield, Ohio
Dryclnrs., washers, dryers

WHIRLPOOL CORPORATION
Benton Harbor, Mich.
Dryclnrs., washers

WITTENBORG, INC.
(Subsidiary of Universal Match Corporation)
8000 Cooper Avenue
Glendale 27, N.Y.
Hot-cold pkgd. foods, groceries, genl. mchdse.

WOODMASTER
P.O. Box 3161
Madison 4, Wisc.
Firewood, charcoal, Presto logs

YATES-AMERICAN MACHINE CO.
Roscoe, Ill.
Ice

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1780 BROADWAY
NEW YORK 19, N. Y.

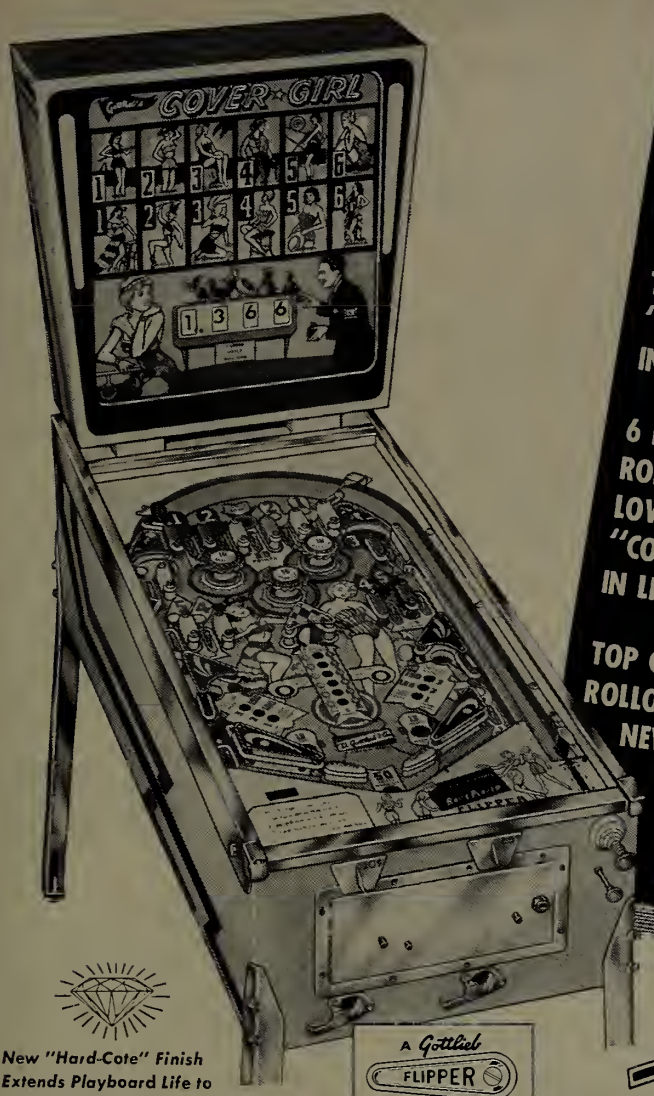
Enclosed find my check.

☐ $15 for a full year (52 weeks) subscription
☐ $30 for a full year (Airmail in United States)
☐ $30 for a full year (outside United States)
☐ $45 for a full year (Airmail outside U. S.)

Please Check Proper Classification Below

MY FIRM OPERATES THE FOLLOWING EQUIPMENT:
JUKE BOXES ..... ☐
AMUSEMENT GAMES ☐
CIGARETTES ..... ☐
VENDING MACHINES ☐
OTHER .....
.....

NAME .....
FIRM .....
ADDRESS .....
CITY ..... ZONE ..... STATE .....
Be Sure To Check Business Classifications Above!



GOTTLIEB'S

COVER GIRL

NEW! SPLIT TARGET SKILL FEATURE!

6 WHITE ROLLOVERS LIGHT TOP ROW OF "COVER GIRLS" IN LIGHT BOX

6 RED ROLLOVERS LIGHT LOWER ROW OF "COVER GIRLS" IN LIGHT BOX

TOP CENTER ROLLOVER LIGHTS NEW "SPLIT TARGET"

See these features demonstrated at your distributor:

- Lighting upper or lower row of "Cover Girls" scores special.
- Lighting all "Cover Girls" lights side holes for 1, 2 or 3 specials.
- When split target is lit, red half spots red rollovers and lights corresponding "Cover Girls"; white half spots white rollovers and "Cover Girls."
- Rotating light pop bumpers score 10 points when lit.
- Match feature.
- Sparkling stainless cabinet trim.

New "Hard-Cote" Finish Extends Playboard Life to an All-Time High!

A Gottlieb FLIPPER SKILL GAME

D. Gottlieb & Co. 1140-50 N. KOSTNER AVENUE • CHICAGO 51, ILLINOIS

It's Always Profitable to Operate Gottlieb Games!

GAMES ★ MUSIC ★ ARCADE EQUIPMENT ★
Check BANNER FIRST!

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1641 N. Broad Street
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EXCLUSIVE UNITED MFG. CO. DISTRIBUTOR

SPECIALS

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CIRCUS QUEENS	$575.00
ACAPULCOS	$545.00
BALLY BOWLERS 16 ft., all improvements	$675.00
CHAMPION HORSE '62 models	$585.00

Gottlieb:

ALOHAS 2-player	$390.00
FLIPPER FAIR	$285.00

Williams:

RESERVE	$285.00

NEW ORLEANS NOVELTY COMPANY
1055 DRYADES STREET
NEW ORLEANS, LOUISIANA
Tel: 529-7321

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CASH REGISTERS ARE FOR SALES
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1, 2, 3, 4, 5 or 6 BARREL

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ANY DENOMINATION

Your answer to *any* coin changing problem! Each barrel *interchangeable* and *replaceable!* Pays out any coin combination you desire! *Lightning fast* . . . the most *versatile* changer on the market today!

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BALTIMORE 2, MARYLAND

THE TTT BUTTON! Ten Top Tunes 50¢

SMOKESHOP →

and the fifty-cent changemaker mean eye-opening collections! And you won't see it on any other machine. Takes halves, quarters, dimes, nickels, returns change!

IMMEDIATE DELIVERY!

THE DIFFERENCE IN BILOTTA EQUIPMENT IS JUST FIFTY-CENTS!

The BUTTON Does All The Work On The ← **WURLITZER**
Double, Triple, Your Collections, Instantly!

THE 50¢ CHANGEMAKER!

ALL CURRENT EQUIPMENT ALWAYS IN STOCK

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★ CHICAGO COIN ★ BALLY ★ GOLD MEDAL

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REX BILOTTA CORPORATION
821 SOUTH SALINA STREET, SYRACUSE, NEW YORK

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Count every word including all words in firm name. Numbers in address count as one word. Minimum ad accepted $5.00 CASH OR CHECK MUST ACCOMPANY ALL ORDERS FOR CLASSIFIED ADVERTISING. If cash or check is not enclosed with order your classified ad will be held for following issue pending receipt of your check or cash.

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Classified Ads Close WEDNESDAY

Send all copy to: CASH BOX, 1780 Broadway, New York 19, N.Y.

WANT

WANT—want to buy any quantity of United Triple Plays. Please phone or write CLEVELAND COIN MACHINE EXCHANGE, 2029 PROSPECT, CLEVELAND OHIO (Tel. TO 1-6715).

WANT—Attention: Distributors and record shops. There's Gold on your shelf. Want 45 rpm records up to 10 years old. Highest prices paid anywhere. Up to 43¢ each—our choice. BIG JOHN RECORDS, 687 WASHINGTON ST., BOSTON, MASS. (Tel. 338-7426).

WANT—Call Collect Want for immediate export. Bally Bingos, Gottlieb Pingames. All Types of Seeburg, AMI, Wurlitzer music. Cash waiting. BELGIAN AMUSEMENT CO. 886 NO. BROAD STREET. PHILADELPHIA. PENNA. POplar 3-7808.

WANT—45 RPM Records, new or used. No quantity too large or small. Highest prices paid. Write stating quantity on hand. TONY GALGANO DIST. CO., 4135 W. ARMITAGE, CHICAGO 39, ILL. (Tel. Dickens 2-7060).

WANT—Bingo Games, Gottlieb Pins 1957 up. Lotta-Fans. Wire, write or phone. SCOTT CROSSE CO., 1641 NO. BROAD, PHILADELPHIA, PA. (Tel. CE 6-4444).

WANT—Records, 45's and LP's, new only. Please give full details first contact to avoid delay and assure quick deal. HARRY WARRINER. KNICKERBOCKER MUSIC CO., 453 MCLEAN AVE., YONKERS, N. Y. (Tel. GReenleaf 6-7778).

WANT—used 45 rpm records that are not over 6 months old. We pay highest prices and the freight. KING SALES, 129 FRANCIS ST., EVERETT, MASS. (Tel. DU 7-4140).

WANT—New or used 45 RPM Records, not over 6 months old. We pay 15¢ and the freight. Can use any quantity. WALLY RECORDS, 17725 N. W. 8TH PLACE. MIAMI 69, FLA.

WANT—Exhibit's 10U, Selectem and Horseshoes. State price, quantity and condition in first letter. NEW LIDO ARCADE, 412 EAST BALTIMORE STREET, BALTIMORE, MD.

WANT—Wms. & Gottlieb used 1, 2 & 4 players, as is, complete, 1959 and up. IMPERIAL COIN MACHINE CO., 498 ANDERSON AVE., CLIFFSIDE, NEW JERSEY.

WANT—AMI 120 and 200 Phonographs, Hideaways, Selection Boxes, Steppers, Late model Gottlieb Pin Games; 5¢ & 10¢ Counter Games. Write stating quantity condition and best cash price. ST. THOMAS COIN SALES LTD., 669 TALBOT ST., ST. THOMAS, ONT., CANADA. (Tel. MElrose 1-9550).

WANT—To buy in quantity for resale—National 111 and 113 Cigarette machines. For Sale or trade—Deluxe Big Tents; County Fairs; Double Shots; Skeet Shoots; 6 Bright Spot Bingos. Write or call—E. L. HARRIS, BUDDY BUDDY ENTERPRISES, CHESTER, ILLINOIS.

WANT—All types of music. Bally Bingos, Wms. Pins, Gottlieb Pins, all types of Shuffles, Bowling Alleys, Rifles, Arcade Vending. Quote prices, FAS, U.S.A. Port. State condition. BOX #540, c/o THE CASH BOX, 1780 BROADWAY, NEW YORK 19, N. Y.

WANT—Are regular buyers late bingos, Gottlieb 2-4 players, Seeburg B-C V200, Bowlings, unshopped, complete, working, packed original cartons. We pay dollars, cash in advance. Quote price FOB nearest seaport. MAX LOBO, MEIR, 23, ANTWERP, BELGIUM (Tel. 33.81.33).

WANT—Opportunity, do you need a man with Coin Machine know how? Years of experience, Route owner, Jobber, mechanic. Will buy route right setup. Missouri, Arkansas preferred. BOX 871, PADUCAH, KY.

WANT—Salesmen: Selling new operators cigarette, candy, nut, gum, stamp etc., vendors through newspaper classified advertising. Travel own State. We pay top commission. Our men earn over $400 weekly. All replies strictly confidential. AZAR, 2314 EAST 15th STREET, OAKLAND 1, CALIF.

WANT—Late Bingos, Gottlieb 2-4 players, Seeburg Phonographs, un-shopped but complete. Quote prices FOB nearest seaport. THE GENERAL AUTOMATIC. 60, rue Van Schoor, BRUSSELS 3, Belgium. (Cable-address: JEUMATE-BRUSSELS).

WANT—used 45 rpm records. All types, as they run right off the route. No sorting or picking. We pay highest prices and the freight. Standing order available for regular shippers. J & D SALES, 1 VIDETTA ST., W. PEABODY, MASS. (Tel. JE 2-0737).

WANT—We need great quantities of Bally Bingos. Quote us your lowest prices F.O.B nearest Seaport U.S.A. P.V.B.A. VERHEDA, KRONEN-BURGSTRAAT 94, ANTWERP, BELGIUM. (Cable address: VERHEDA).

WANT—Rowe Cigarette Vendors; 14 Column Ambassadors; 20 Column 700; Seeburg VL & KD; National 22 column Cigarette Vendor; Wms. Ten Pins & Ten Strike. Quote best price. DAVE LOWY & COMPANY, 652 TENTH AVE., NEW YORK 18, N.Y. (Tel. LT 1-1033).

WANT—45 RPM Records, new or used. LP's also considered. We pick up any quantity you have on hand and pay highest cash prices. Write information to: EARL KUHNS DIST. CO., 4580 SNEAD, SANTA CLARA, CALIFORNIA. CHerry 1-0087.

WANT—New (salvage, overrun, scrap) 45 RPM singles, kiddy & 12" long play records, also juke box records. We are top promotional record house in the business, see us first. NATIONAL BAG-O-TUNES, INC., 224-09 LINDEN BLVD., CAMBRIA HEIGHTS 11, NEW YORK. (Tel. AR 6-6333) BEN JACOBS, DAN WANCIO.

WANT—We pay the highest prices for all Bally Bingos and Gottlieb Pinballs manufactured 1958 and up. Interested all brand new closeouts. Also arcade equipment. Cable or write to: HOLLAND-BELGIE. EUROPE SPRL. 276 AVENUE LOUISE. BRUSSELS 5. BELGIUM. (Cable address: HOBEL-EUROP-BRUSSELS).

WANT—Used 45 RPM Records. All types, as they run, right off the route. No sorting or picking. We pay freight from anywhere in USA. Standing order available for regular shippers. JALEN AMUSEMENT CO., INC., 14 EAST 21st ST., BALTIMORE 18, MD

WANT—JUKE Box Operators! If you want a steady outlet for your used records, call or write: EASTERN RECORDS, INC., 138-43 JAMAICA AVE., QUEENS 35, NEW YORK. (Tel. JAmaica 3-7030).

WANT—To purchase 5,000,000 new records, all speeds. We prefer large quantities and will buy for cash. Top prices offered. No Juke Box Records. Write to: RANSEL TRADING CORP., 1000 AUSTIN BLVD., ISLAND PARK, N. Y. (Tel. GEneral 2-1650), JESSE SELTER, Pres.

WANT—Your used or surplus records all speeds. We buy all year 'round, and pay top prices. No lot too large or too small. We pay freight. BEACON RECORD DISTRIBUTORS, INC., 821 NORTH MAIN ST., PROVIDENCE, R.I. (Tel. UNion 1-7500, JAckson 1-5121).

WANT—For resale—Gottlieb and Williams five balls. TOLEDO COIN MACHINE EXCHANGE CO., 814-816 SUMMIT STREET, TOLEDO 4, OHIO (Tel. CH 3-7191).

WANT—Will pay cash—Need late guns—Baseballs and all arcade pieces. MIKE MUNVES CORP., 577—10th AVENUE, NEW YORK, NEW YORK. (Tel. BR 9-6677).

WANT—Panorams and Panoram parts. United Triple Plays Wanted. ADVANCE AUTOMATIC SALES CO., 1350 HOWARD ST., SAN FRANCISCO. CALIF. (Tel. HEmlock 1-1750).

WANT—FOR Resale: Seeburg and Wurlitzer Phonographs, Games, Cigarette Machines. Send list, condition, prices. HASTINGS DISTRIBUTING CO., INC., 6100 WEST BLUEMOUND ROAD, MILWAUKEE 13, WISCONSIN.

WANT—Operators and Dealers—we want your used and new records—late or old—we take them all. MUSIC SERVICE CO., 424 E. BROAD ST., RICHMOND 19, VA.

WANT—Un. Triple-Plays FOR SALE:—Bally Beauty Contests—(floor samples), Big Show, Golf Champs, Frolics (6-card), Gott. World Champ, Harbor Lites, Wishing Well, Duette 2pl., CC Triple-Strike shuffle-alley, Valley Bumper & 6-pocket pool tables. NOBRO NOVELTY CO., 142 DORE ST., SAN FRANCISCO 3, CALIF. (Tel. MA 1-5438 or MA 1-5439).

WANT—We pay top prices. Seeburg models from 100-78 rpm; Late Rock-Ola; Gottlieb-Williams Games. Or will trade. Call, Write, Bob Jones for complete inventory. REDD DISTRIBUTING CO., INC., 126 LINCOLN ST., BRIGHTON 35, MASS. (Tel. AL 4-4040).

FOR SALE

FOR SALE—For Quick Dealing—New and Used: EX 400 A.M.I. Speakers—Standard Metal Typers, Candid Camera, Redd Skill Card, Fortune Theatre, Gen. Motorama, C.C. Glide Pool, I.K. Super Hockey, C.C. Twin Bowler, Bally Trophy Bowler, Metro Pony, Wico Snack Vendor, Keeney 300 Coffee & Assorted parts, Corsair 30 column Cigarette Vendor, Uneeda Pack Cigarette Vendor. Faun 9 column, Stoner 15 column Cigarette, etc. Phone or Write for complete list. MILLER-NEWMARK DISTRIBUTING CO., 42 FAIRBANKS STREET, NW, GRAND RAPIDS, MICHIGAN (Tel. GL 6-6807).

FOR SALE—Seeburg KD200's @ $325.; or five for $1500.; V200's @ $170.; or five for $800.; 222's @ $650.; or five for $3000.00. Wurlitzer 2000 @ $250. 1800 @ $215.; 1650 @ $95.; 2400S @ $575.00. AMI JBJ 120 @ $575.; G 80 and 120's @ $225.; JBI 120 @ $495.; Rock-Ola 1455 @ $275.; 1448 @ $245; 1465 @ $365.00. Prices F. O. B. Detroit, Michigan. All equipment complete and operating—crated for export. See us for best buys on used vending equipment. MARTIN AND SNYDER CO., 12727 W. WARREN AVE., DEARBORN, MICHIGAN. (Tel. LUzon 2-2300).

FOR SALE—Pokerino nearly new with drop chute and knock off. Also have some older Pokerino games with push chutes. If you need parts for your Pokerino we have them. Write, JAMES TRAVIS, P.O. BOX 206, MILLVILLE, N.J.

FOR SALE—Low close-out price on Midway Skee Fun and Deluxe Baseball. UNITED EAST COAST CORP., 583 TENTH AVE., NEW YORK, N.Y. (Tel. PE 6-6680).

FOR SALE—Large supply of Bingos, Uprights and Joker Balls. Rock-Ola 1455 $295.00 1436A $85.00, 1438 $165.00. Seeburg and Rock-Ola 100 and 120 Wall Boxes $35.00 and Hidden Units. HALLGREN DISTRIBUTORS, 1626 3RD AVENUE, MOLINE, ILLINOIS.

FOR SALE—If it's Panoram Parts you want, Phil Gould has 'em. PHIL GOULD, 224 MARKET ST., NEWARK, N.J. (Tel. MArket 4-3297).

FOR SALE—New and Used Coin Machines, shopped and ready for location. Also routes for sale. AUTOMATIC MUSIC CO., 1214 W ARCHER ST., TULSA, OKLAHOMA. (Tel LU 4-4775).

FOR SALE—Rockola 1464 with stand $325; Rockola 1454 $325; Rockola 1455 $295; Rockola 1465 $375; Rockola 1468 $425; Special—10 Rockola 1475 $425; Seeburg KD200 $325; Seeburg V200 Converted $200; United Atlas S/A $175; United Clipper S/A $89.50; United Clipper S/A $89.50; United Regulation S/A $135; Keeney Popcorn Machine $325; Bally Big Inning $195; Gottlieb Around The World $225.00. LAKE CITY AMUSEMENT CO., 4533 PAYNE AVENUE, CLEVELAND 3, OHIO (Tel. HE 1-4100).

FOR SALE—All new 45 RPM records, packed 100 assorted per carton, $12.50 per 100. All known artists. Trial order will convince these are best lots on market. Satisfaction guaranteed. C & S ENTERPRISES, INC., 1628 BEDFORD AVE., BROOKLYN, N. Y.

FOR SALE—We have a large stock of reconditioned Shuffle Games and Bingo. Write for list. PIONEER VENDING, INC., 3726 KESSEN AVE., CINCINNATI, OHIO. (Tel. MOntana 1-5000).

FOR SALE—Hi-Speed Super Fast Shuffle Board Wax. 24 one-pound cans per case, $8.50 f.o.b. Dallas, Texas. Sold on money back guarantee. Distributor for D. Gottlieb, ChiCoin. STATE MUSIC DISTRIBUTORS, INC., 3100 MAIN ST., DALLAS, TEXAS.

FOR SALE—Auto-Photo Studios, Model 9 $995.; Model 11 $1,995.; ABT Shooting Gallery (like new); Kiddie Rides, Arcade Equipment. Write for list and prices. ADVANCE DISTRIBUTING CO., 5644 DEL-MAR BLVD., ST. LOUIS 12, MISSOURI. (Tel PArkview 7-1373).

FOR SALE—100,000 new 45 rpm 6 months to 1 year old. $10 per 100. $95 per 1000. Also 25,000 EP's $25 per C; $200 per M; 12" LP's available $100 per C; $950 per M. RAY-MAR SALES CO., 170-21 JAMAICA AVE., JAMAICA 32, N. Y. (Tel. OLympia 8-4012)

FOR SALE—6 Pocket Pool Tables, excellent shape $150.; 14' Bowiers $195.; Blinkers $185.; Skee Balls $125.; Bowlette 14' $175.; Rebound Shuffles $49.50. Write or wire today. PURVEYOR DISTRIBUTING CO., 4322 NORTH WESTERN AVE., CHICAGO 18, ILL. (Tel. JUniper 8-1814).

FOR SALE—Seeburg's B's $125., C's $175., G's $300., KD's $395.; V-3WA's $75.; Wurlitzers 1700 $195., 1800 $245., 1900 $325., 2104 $3.95.; Cigarettes, Games, Alleys Bingos also available. GABRIELSON & COMPANY, 724 MEMORIAL DR., S. E., ATLANTA 16, GEORGIA. (Tel. JA 5-7441).

FOR SALE—Complete line of used Phonographs, Shuffle Games, Cigarette Machines and various types of all other games and equipment. Lowest prices. Best merchandise. One letter, wire or phone call will convince you. We are factory representatives for United, Rock-Ola, Bally and Irving Kaye. TARAN DISTRIBUTING, INC., 3401 N.W. 36TH ST., MIAMI 42, FLA. (Tel. NEwton 5-2531).

FOR SALE—Relays—low cost, high quality general purpose open style made to your specifications. Short run our specialty. Also electrical harnesses and switch stack assemblies. MARVEL MANUFACTURING CO., 1847 W. FULLERTON AVE., CHICAGO, ILL. (Tel. DI 2-2424).

FOR SALE—Records, New 45's 100 assorted tunes per carton—60% majors, 11¢ and less. EP's 25¢ per record. 12" LP's majors and others, pre-packaged 100 or more, $75. Will send sample order. Send check or money order. SID TABACK RECORDS, 2540 W. PICO BLVD., LOS ANGELES 6, CALIF. (Tel. DUnkirk 3-8735).

FOR SALE—2 AMI Model I-M 200 at $275.00 each, excellent shape. Also 3—120 AMI Wall Boxes plus New Stepper, $100.00 for the lot. MID-WEST DISTRIBUTORS, 709 LINWOOD BLVD., KANSAS CITY, MO.

FOR SALE—Attention! We are the trade's largest suppliers of Pool Table supplies—slates, cues, balls, cloth, etc. Best quality, lowest prices, write or phone for our new catalog. EASTERN NOVELTY DISTRIBUTORS, 3726 TONNELE AVE., NORTH BERGEN, N. J. (Tel. UNion 3-8627).

FOR SALE—Seeburg R-100 @ $325.; V-200 @ $185.; Wurlitzer 2000 @ $295.; 2100 @ $375.; 2200 @ $595.; 2300 @ $750.; AMI H-120 @ $325.; H-200 @ $375.00. 1/3 Deposit, balance C.O.D. NORTHWEST SALES CO. of OREGON, 1040 S.W. 2nd, AVE., PORTLAND 4, OREGON, (Tel. CA 8-6557).

FOR SALE—125 ABT Challengers and your score 1¢ gun games. Shopped and ready for location. $27.50 each with stand; $25.00 each without stand. Call or write for Bonus deal on all. WALLACE DISTRIBUTING COMPANY, P.O. BOX 75, MINERAL WELLS, TEXAS (Tel. FA 5-3600).

FOR SALE—Shuffle Alleys (United) Eagle—Dual & Three ways. Also used 45 RPM Records off route. MOHAWK SKILL GAMES CO., 67 SWAGGERTOWN RD., SCHENECTADY, 2, N. Y.

FOR SALE—Mills & Jennings Fruit Machines—Black Cherries, Golden Falls, High Tops, Blue Front, Brown Fronts, Diamond Fronts, A-1 condition. Ready for export. COIN MACHINE DISTRIBUTORS CO., 1995 DICKERSON ROAD, RENO, NEVADA. (Tel. FA 3-8546).

FOR SALE—Call or write our nearest office for best prices on New and Used equipment. TRI STATE DISTRIBUTING CO., P. O. BOX 615, ROME, GA. (Tel. 234-7123) or 1441 CENTRAL AVE., CHATTANOOGA, TENN. (Tel. AM 5-4858).

CLASSIFIED ADVERTISING SECTION

FOR SALE—World famous Aristocrat Fruit/Poker Machines. Arcadian, Sheerline, Starlite, Clubmaster, Crisscross, Wild Ace, Gold Award, Four Reeler, Guaranteed Jackpot and Dropping Jackpot combinations. AINSWORTH CONSOLIDATED INDUSTRIES (G.B.) Ltd., 178, Grays Inn Road, London W.C.1., England. Cables Aindent LONDON

FOR SALE—Brand new 45 RPM Records; Top 100's past and recent packed 100 assorted per carton, $11. postage prepaid. Send check or money order: RECORDS INC., 2707 W. PICO BLVD., LOS ANGELES 6, California.

FOR SALE—Williams Pins (Reserve, Black Jack, 3 Coins, Metros, Ten Spot, Hi-Way) Coin counters, coin sorters, coin changers, coin wrappers (parts & supplies). GLOBE DISTRIBUTING COMPANY INC., 1623 N. CALIFORNIA AVE., CHICAGO 47, ILL. (AR 6-0780).

FOR SALE—United, Playboy S.A. $425; 4 Way S.A. $450; Dual S.A. $395; Handicap S.A. $175; Super Bonus S.A. $175; Bally, ABC Bowler S.A. $125; Club Bowler S.A. $250. CENTRAL OHIO COIN MACHINE EXCHANGE, INC., 858 N. HIGH ST., COLUMBUS 15, OHIO (Tel. AX 4-3529).

FOR SALE—Touchdown $300.; Sea Wolf $100.; Golden Bells $135.; Williams Big League Baseball $110. GENERAL DISTRIBUTING CO., 1609 ORLEANS AVE., NEW ORLEANS, LA. (Tel. 524-6729).

FOR SALE—Mutoscope Drivemobile, Revolving Drum, with Seat—Mechanically Good—Cost $495.00. ATLAS DISTRIBUTORS, 1024 COMMONWEALTH AVENUE, BOSTON 15, MASS. (Tel. RE 4-1384).

FOR SALE—Shawnees $225; Flashbacks $450; Twin Super Wild Cats $376; Twin Red Arrows $375; Deluxe Big Tents $125; Jokers Wild $200; Beauty Contests $60. All Bingos available. Write for prices. D & P MUSIC, 27 E. PHILADELPHIA ST., YORK, PA. (Tel. 8-1846).

FOR SALE—Cole TM 3 Drink 5¢ $100 or 10¢ $150—Cole 6 Drink 5¢ $150 or 10¢ $200—Cole SPB 7 Drink carbonated & non carbonated 10¢ $275. All machines have 25¢ changers and are checked and operating. AUTOMATIC SELLING ASSOCIATES, INC., 12 WATERYARD RD., ISLAND PARK, N.Y. (Tel. GE 1-3321).

FOR SALE—Wurlitzers 2000 and 2100 completely shopped; No reasonable offer refused; Phone or write: UNITED DISTRIBUTORS INC., 902 W. SECOND, WICHITA 3, KANSAS (Tel. AM 4-6111—3504).

FOR SALE—Bally Fire Engine $499.50. Model T $349.50. Atomic Jet $149.50; Six Pocket pools $175; Wm Ten Pins $79.50; Wurl. 1550 $65; Ingo Gripper $44.50; Muto. Lord Prayer $119.50. Send for list of additional buys. GRECO BROTHERS AMUSE CO., 1288 BROADWAY, ALBANY, N. Y. (Tel. HO 5-0228).

FOR SALE—Regulation Shuffle Alleys $150.; Bulls Eye Drop Ball $75.; Guns, Five Balls, Old Shuffles, Drink Machines, Cigarette Vendors. Write or call CENTRAL DISTRIBUTORS, INC., 2315 OLIVE ST., ST. LOUIS, MO.

FOR SALE—Uprights, Flash Backs $450.; Twin Red Arrows $350.; Shawnees $150.; Trail Blazers $300.; Super Wild Cats $250.; Wild Cats $125.; Sportsman $125.; D & L COIN MACHINE CO., 414 KELKER ST., HARRISBURG, PA.

FOR SALE—Bally Bingo Sale: Bikini $675, Laguna Beach $535, County Fair $500, Acapulco $460, Lite A Line $425, C. C. Super Home Run $75. All are cleaned & shopped. Call — NASTASI DISTRIBUTING COMPANY, 912 POYDRAS STREET, NEW ORLEANS, LA. (Tel. 523-6386 — 523-7459).

FOR SALE—Mi. De Luxe Baseballs 475, Mi 6 Player Ski Funs 475, United De Luxe Bonus Baseball 525, Keeney 2 Gun Fun 595. The above games like new, floor samples. Voice-O-Graph 99, 3D Sky Gunner, 75, Ba. Sharp shooter 225, Bazooka Gun 125, Playland Gun 250, De Luxe Shooting Gal. 225, Pirate Gun 125, Joker Ball 225, C. C. Worlds Series 95, C. C. Rocket Shuffle 75, Bonus Gun 125, STATE SALES AND SERVICE CORP., 1005-07 BALTIMORE ST., BALTIMORE 2, MARYLAND (Tel. DI 2-3055).

FOR SALE—Wurlitzer 1700 $150.; 2100 $275.; AMI Cont. 1-200 $695.; J-200 $575, and H-200 $385.00 BIRD MUSIC DISTRIBUTORS, INC., 124-126 POYNTZ AVENUE, MANHATTAN, KANSAS.

FOR SALE—Arcade Jax Beach Boardwalk. Reason for selling—have business in another state. See owner Tuesday, Wednesday or Thursday or write: BLACKWELL AMUSEMENT CO., P.O. BOX 5206, GREENVILLE, S.C.

FOR SALE—Acapulco 545, Sea Island 365, Touchdown 320, Beach Time 245, Big Show 110, Big Time 60, Gay Time 60, Beauty Contest 60, Red Arrow 195, Buckley Track Odds 365, United Bowl-A-Rama, like new, latest model $1650. Bally Heavy Hitter $245, Gottlieb Kewpie Doll 275, Flagship 120, World Champ 110. Auto Race 120, Seeburg Cigarette E-1 165, Rockola 1468 120 like new 495, Shawnee $200, many others. CROSSE-DUNHAM & CO., 136 NORTH MANHEIM ST., YORK, PA. (Tel. 47-6992).

FOR SALE—Attention Vending Operators! Our inventory is extensive. We are proud of our reconditioning and refinishing. Our prices are fair. Contact us for quotes before you buy anything. SHELDON SALES DIST. CORP., DIRECT ROWE-AMI FACTORY REPRESENTATIVES, 881 MAIN STREET, BUFFALO 3, NEW YORK (Tel. TT 5-9106).

FOR SALE—6 G-200 Converted like new @ $245.00 each; 1 KD Seeburg $325.00 ea.; 1 201D Seeburg $595; 2 Rockola 1446 $195.00 ea.; 1 Wm. Baseball $75.00. SEACOAST DISTRIBUTORS, INC., 1200 NORTH AVE., ELIZABETH 4, NEW JERSEY (Tel. BI 8-3524).

FOR SALE—Wms. Black Jack $250; Wms. Magic Clock $275; Wms. Jungle $250; Got. Flipper $210; 10 Keeney DeLuxe Big Tents $175; ea., Bally Jumbo (60) $495; Black Dragon, late model $995; Wild Cat. $175. CLOER DISTRIBUTING CO., 1613 MAIN, JOPLIN, MISSOURI, (Tel. MAfair 3-4202).

FOR SALE—Arcade Jax Beach Boardwalk. Reason for selling—have business in another state. See owner Tuesday, Wednesday or Thursday or write: BLACKWELL AMUSEMENT CO., P.O. BOX 5206, GREENVILLE, S.C.

FOR SALE—Fischer Six Pocket Tables, completely reconditioned, with slate, like new 73" x 43" $175; 90" x 50" $275.00. Midway Rifle Gallery $395; United Classic B-A $695; United Atlas $385; CC Drop Ball $75; Midway 6-Player Skee Fun $450; United Regulation S-A $95.00. Older type Shuffles or 14 ft. bowlers $65.00 ea. Ready for location. BETSON ENTERPRISES, INC., 3726 TONNELLE AVE., NO. BERGEN, N.J. (Tel. UN 3-8574.

FOR SALE—Arcade closing August 15, will sell all equipment for less than advertised price. Guns, Shuffles, Bowlers, Pins, Skees 90 x 50 Slate Coin Pool Tables, Roll Downs, Uprights. Coin Rides, Late Juke Boxes. H & L SALES, 201 SO. BROADWAY, GREEN BAY, WISCONSIN (Tel. HE 7-4973).

FOR SALE—Special, Keeney Big Round-Up $95.00; Touchdown $95.00; Tutti-Frutti Special $125.00; AUTO-Bell Galloping Dominos $45.00; Deluxe Hialeah $95.00; Games Inc. Frutti-Tutti $165.00; Other Games and Keeney Uprights. Call or Write: MICKEY ANDERSON AMUSEMENT CO., 314 EAST 11TH STREET, ERIE, PENNSYLVANIA (Tel. GL 2-3207).

FOR SALE—Special—Bally: Can Cans $800; Bikinis $700; Circus Queens $575; Acapulcos $545; Bally Bowlers $675; Champion Horse 62 models $585; Gottlieb: Alohas $390; Flipper Fair $285; Williams: Reserve $285.00. NEW ORLEANS NOVELTY CO., 1055 DRYADES STREET, NEW ORLEANS, LA. (Tel. 529-7321).

MISCELLANEOUS

MISCELLANEOUS—Loans available to vending machine operators, distributors and dealers for equipment loans, route acquisitions or loans to locations. PHAREB ASSOCIATES, 342 MADISON AVENUE, NEW YORK, N.Y. or call us at (MU 2-0791).

MISCELLANEOUS—Burglar Alarm for coin-operated equipment operates on flashlight battery. Sensitive to tampering. Eveready energizers. Installed quickly. Powerful alarm. Postpaid $3.95, three $10.75, dozen $39.00. Quantity prices to distributors. BLOCK MARBLE CO., 1425 NO. BROAD ST., PHILADELPHIA 22, Pa.

MISCELLANEOUS—Identify your equipment with beautiful Red and Gold Decals. Imprinted name and address, or any other message. 100—$8.95; 250—$16.95; 500—$26.50. Write for free samples. BLOCK MARBLE CO., 1425 N. BROAD ST., PHILADELPHIA, PA.

MISCELLANEOUS—Arcade Building 40'x65' lot 100'x100' 60 machines price $65,000.00 Dale guns $20. Arcade building 40'x52' plus living quarters water front lot 150'x505' price $90,000.00. Metal Tike Gods $5 per dozen no C.O.D. BEACON AMUSEMENTS, BRANT BEACH, N.J.

MFRS. NEW EQUIPMENT CURRENTLY IN PRODUCTION

Prices shown are list prices f.o.b. factory. Mfrs. have not authorized prices where no price is shown.

AMI, INC.

Continental 2-200 Stereo Round* with Automix 200 Sel. Stereo Pbono.
Continental 2-200 Monaural (no Automix) 200 Sel. Monaural Phono.
Continental 2-100 Stereo Round* with Automix 200 Sel. Stereo Pbono.
Continental 2-100 Monaural (no Automix), 100 Sel. Monaural Pbono.
(*Stereo Round plays 33-1/3-45 rpm records intermixed)
HAC-200—Hideway, 200 Sel. Monaural or Stereo
WQ-120 120 Sel. W. B. .....
WQ-200 200 Sel. W. B. .....
KQ-200-1 20 Sel. W. B., Dual Price Play
WQ-200-3 200 Sel. W. B., Dual Price Play, 4-Coin Rejector .....
Bar Grip W. B. Mounting Bracket .....
EX-600 Cylindrical Wall Spkr. .....
L-2130 Ceiling Spkr., Cboice of Grille .....
Types Listed
L-2135 Random Pattern Grille .....
L-2136 Uniform Pattern Grille .....
L-2137 Circular Flusb-Mount Grille .....
Remote Vol. & Cancel Cont., St. or Mo.

AUTO-PHOTO CO.

Model 12 Studio $3,245.00
V-2 Auto-Voice Recorder

BALLY MFG. CO.

Golden Gate (Bingo) (6/62)	$1265.00
Shoot-A-Line (Bingo) (6/62)	895.00
Lido (Bingo)	1,215.00
Bank-Ball	695.00
Super Sbuffle	995.00
Barrel-O-Fun '62	870.00
Funspot '62	870.00
Deluxe Bally Bowler 16' lengtbs	1,575.00
5' Extension Sections $105.00 (May 1962)	
Pony Twins (Kiddie Ride)	705.00
Toonerville Trolley	865.00
The Cbampion (all metal cab)	865.00

CHICAGO COIN MACHINE

Variety Roll-Down Bowler .....
Long Range Rifle Gallery .....
Starlite Sbuffle Alley (May 1962) ..
Gold Crown (3/62).....
Pro Basketball (June '61) .....
All-Star Goalie .....

EXHIBIT SUPPLY CO.

Card Vendor .....
Kleer Plastic Laminator Vendor ...

FISCHER SALES & MFG. CO.

Crown Imperial VIII .....
Crown Imperial VII .....
Crown Imperial VI .....
Coronet 7 .....
Coronet 6 .....
Crown Fiesta .....

J. F. FRANTZ MFG. CO.

U.S. Marsball 5¢ Gun
New Frontier (Counter Pistol) ....
Dodge City (Counter Pistol) .....
Kicker & Catcber .....
ABT Challenge Pistol .....
ABT Guesser Scale .....
ABT Rifle Sport .....
Aristo Scale .....

GAMES, INC.

Skill Race Pingame (June '62) ..

D. GOTTLIEB & CO.

Cover Girl, 1 Plyr. (7/62) .....

IRVING KAYE CO., INC.

Deluxe Eldorado 6 Pkt. Series ....
Mark I, 77x45 .....
Mark II, 82x46 .....
Mark III, 93x52 .....
Mark IV, 106x58 .....
Deluxe Satellite, 77x45 .....
Deluxe Klub Pool, 56x50 .....

J. H. KEENEY & CO., INC.

Rainbow Pingame (6/62) .....
Roll-A-Line .....
Summertime .....
Two-Gun Fun, Gun game .....
El Rancho, 2-Ball Pin .....
Hacienda (same game w/o Panascope unit) .....
Black Dragon .....
Flash Back .....

MIDWAY MFG. CO.

Deluxe Baseball .....
Rifle Gallery (7/62) .....

ROCK-OLA MFG. CORP.

1496 120 Sel. Empress Phono .....
1497 200 Sel. Empress Pbono .....
1493 100-Sel. Princess st/m pbono
100 Wall Phono—100 Sel. .....
1622 Streo Twin Speakers .....
1623 Stereo Twins jr. spkrs. .....
1623 Hi Fidelity Extension Speakers
33 1/3-45 rpm Mecb-O-Matic intermix play Dual-speed turntable ...
1950 Remote Vol. Cont. witb Cancel Button 50¢
1972 Reverba-sound kit
1554 100-sel. wall box
Coin Chute Available for All Models
Dual Credit Unit Available for 200 Sel. Model 1485
1555 Dual W. B. for 120 or 200 Sel.
1745 Receiver unit

ROCK-OLA IVI CORP.

Model TRLB-M—Coffee, Hot Cbocolate, Soup Vendor—Batcb fresh brew, modular door and light, 600 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, liquid sugar, liquid soup, fresh cream, with cbanger.

Model 1400—Coffee, Hot Cbocolate, Soup—Single cup fresb brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, granulated sugar, soluble cream, witb cbanger.

Model 1400S—Coffee, Hot Cbocolate, Soup—Single cup fresb brew, 500 cup capacity, coffee 4 ways, extra cream and sugar, whipped powdered chocolate, whipped powdered soup, granulated sugar, soluble cream with cbanger.

(Fred Hebel Corp.)
Model 3400 Hebel—Coffee, Hot Cbocolate, (Color Beige)—Single cup fresb soluble coffee, all dry ingredients, 225 cup capacity, coffee 4 ways, whipped powdered chocolate, without changer, cbanger optional (extra cbarge).

THE SEEBURG CORP.

DS100—Directional stereo, 100 selection pbonograpb.
DS160—Directional stereo, 160 selection pbonograph.
All models have the following as standard equipment:
Personalized feature
Artist of the Week feature
Universal pricing
Play 33-1/3-45 rpm records intermixed. Half dollar
Remote Control optional
HY100UR—Stereo, 100 selection, hideaway.
HY160UR—Stereo, 160 selection, bideaway.
3W100—Wall-O-Matic "100", Single pricing
S3W160—Wall-O-Matic "160", Single pricing
TWI—Twin stereo wall speaker, 8 inch
TCI—Twin stereo corner speakers, 8 inch
TRI—Twin stereo recessed speakers, 8 inch
EBWCI-12—Extended bass corner/wall speaker, 12 incb
PRVC-2—Powered remote volume control
CC-2—Coin counter—PS6-1Z—Power supply
BMS-2—Background Music unit, plays 1000 selections
BMC-1—Background Music Compact
BMCA-1—Companion Audio
E2—Cigarette vendor, free standing. 825 pack capacity
E2XM—Cigarette vendor, free standing, 825 pack capacity, less match vendor.
E3—Cigarette vendor, modular, 825 pack capacity
4SCD2—Cold Drink vendor, with crushed ice, 1500 cup capacity, 4 flavor
SCDI—Cold Drink vendor, with crushed ice, 1500 cup capacity, 7 flavor.
CI—Candy vendor, capacity up to 800 units. Gum and mint unit optional
P1—Pastry vendor, capacity up to 184 units
CPI—Snack vendor, capacity up to 200 units candy and 92 units pastry. Gum and mint unit optional.
661—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry or refrigerated liquid cream. Selective: 5, Capacity: 450 7 oz. cups
662—Seeburg/Bally coffee vendor, brews coffee cup at a time, dry cream. Selective: 5, Capacity: 200 7 oz. cups

UNITED MFG. CORP.

Sabara Bowler (7/62) .....
Action Shuffle (7/62) .....
Shuffle Baseball (6/62) .....
Bonus Baseball .....

UNITED MUSIC CORP.

UPD-100 Monaural
UPD-100S Stereo

URBAN INDUSTRIES

Kiddie Kolor Kartoon Movie Machine .....
Peek-A-Rama .....

VALLEY SALES CO.

Deluxe 6-Pocket Models
Model 750A—75x42x31 .....
Model 850A—84x47x31 .....
Model 900A—90x50x31 .....
Special 6-Pocket Model
Model 745A—75x42x31 .....
Regulation Bumper Pool .....

WILLIAMS MFG. CO.

Trade Winds 3-5 Ball Play (June '62)
Extra Inning Baseball
World Series (Free play model)
Road Racer .....
Voice-O-Grapb .....

THE WURLITZER COMPANY

2600 Stereo-Mono., 200-sel. phono.
2610 Stereo-Mono., 100-sel. phono.
Wall Boxes
5250 WB 200-sel. 10-25-50¢
5207 DB 104-sel
5200 WB 100-sel. 10-25-50¢
Speakers
5119 Higb Fidelity Ceiling Spkr.—12" Cone
5122 Stereo Convertible Console Spkr.
5123 Stereo Wall Spkr.—12" Coaxial
5124 Stereo Corner Spkr.—8" Extended Range
5125 Stereo Extender Spkr. (Packed In Pairs)
5126 Stereo Directional Spkr. (Packed In Pairs)
Hideaway Pbonographs
2617 Stereo-Mono. 200-sel.
2611 Stereo-Mono. 100-sel.

COIN MACHINE INVENTORY LISTS—USED EQUIPMENT

A Compilation of Phonographs and Amusement Machines Actively Traded On Used Coin Machine Markets—New Machines Are Listed Elsewhere in This Section

MUSIC MACHINES

AMI

D-40, '51, 40 Sel.
D-80, '51, 80 Sel.
E-40, '53, 60 Sel.
E-80, '53, 80 Sel.
E-120, '53, 120 Sel.
F-80, '54, 80 Sel.
F-120, '54, 120 Sel.
G-80, '55, 120 Sel.
G-120, '55, 120 Sel.
G-200, '56, 200 Sel.
H-120, '57, 120 Sel.
H-200, '57, 200 Sel.
I-100M, '58, 100 Sel.
I-200M, '58, 200 Sel.
I200E, '58, 200 Sel.
J200K, '59, 200 Sel.
J200M, '59, 200 Sel.
J-120, '59, 120 Sel.
K200, '60, 200 Sel.
K120, '60, 120 Sel.
Continental, '60, 200 Sel.
Lyric, '60, 100 Sel.

ROCK-OLA

1436, '52, Fireball, 120 Sel.
1436A, '53, Fireball, 120 Sel.
1438, '54, Comet, 120 Sel.
1446, '54, HiFi, 120 Sel.
1488, '55, HiFi, 120 Sel.
1452, '55, 50 Sel.
1454, '56, 120 Sel.
1455, '57, 200 Sel.
1458, '58, 120 Sel.
1465, '58, 200 Sel.
1475, '59, 200 Sel.
1468, '59, 120 Sel.
1485, '60, 200 Sel.
1478, '60, 120 Sel.
1495, '61, 200 Sel.
1488, '61, 120 Sel.

SEEBURG

M100A, '51, 100 Sel.
M100B, '51, 100 Sel.
M100BL, '51, 100 Sel. Light Cab
M100C, '52, 100 Sel.
HF100G, '53, 100 Sel.
HF100R, '54, 100 Sel.
V200, '55, 200 Sel.
VL200, '56, 200 Sel.
KD200H, '57, 200 Sel.
L100, '57, 100 Sel.
201, '58, 200 Sel.
161, '58, 160 Sel.
222, '59, 160 Sel.
220, '59, 100 Sel.
Q-160, '60, 160 Sel.
Q-100, '60, 100 Sel.
AY160S, '61, 160 Sel.
AY100S, '61, 100 Sel.

WURLITZER

1250, '50, 48 Sel., 45 or 78 RPM
1400, '51, 48 Sel., 45 or 78 RPM
1450, '51, 48 Sel., 45 or 78 RPM
1500, '52, 104 Sel., 45 & 78 Intermix
1500 A, '53, 104 Sel., 45 & 78 Intermix
1600, '53, 48 Sel., 45 & 78 Intermix
1650, '53, 38 Sel.
1650A, '54, 48 Sel.
1700, '54, 104 Sel.
1800, '55, 104 Sel.
1900, '56, 200 Sel.
2000, '56, 200 Sel.
2100, '57, 200 Sel.
2104, '57, 104 Sel.
2150, '57, 200 Sel.
2200, '58, 200 Sel.
2204, '58, 104 Sel.
2250, '58, 200 Sel.
2300, '59, 200 Sel.
2304, '59, 104 Sel.
2310, '59, 100 Sel.
2400, '60, 200 Sel.
2404, '60, 104 Sel.
2410, '60, 100 Sel.
2500 '61, 200 Sel.
2504, '61, 104 Sel.
2510, '61, 100 Sel.

PINGAMES

BALLY

Acapulco (5/61)
Barrel-O-Fun (9/60)
Barrel-O-Fun '61 (4/61)
Ballerina (6/59)
Beach Beauty (11/56)
Beach Time (9/58)
Beauty Contest (1/60)
Big Show (9/56)
Broadway (12/55)
Can-Can
Carnival (11/57)
Carnival Queen (11/58)
Circus (8/57)
Circus Queen (2/61)
County Fair (10/59)
Crossroads (1/56)
Cypress Gardens (6/58)
Double Header (7/56)
Flying Circus 2P (6/61)
Key West (12/56)
Laguna Beach (3/60)
Lite-A-Line (2/61)
Lotta-Fun (9/59)
Miami Beach (9/54)
Miss America (2/58)
Night Club (4/56)
Parade (6/56)
Queens (Bch., Is., Trop.) 3/60
Roller Derby (6/60)
Sea Island (2/59)
Show Time (3/57)
Sun Valley (7/57)
Target Roll (1/58)
Touchdown (11/60)
U.S.A. (8/58)

GOTTLIEB

Around Wld. 2P (7/59)
Atlas 2P (5/59)
Brite Star 2P (4/58)
Captain Kidd 2P (7/60)
Contest 4P (10/58)
Contl. Cafe 2P (7/57)
Criss Cross 1P (3/58)
Dneg. Dolls 1P (6/60)
Dbl. Action 2P (1/59)
Fair Lady (12/56)
Falstaff 4P (11/57)
Fashion Show 2P (6/62)
Flagship (1/57)
Flipper 1P (11/60)
Flipper Clown (4/62)
Flipper Fair 1P (11/61)
Flpr. Parade (5/61)
Foto Finish 1P (1/61)
Gondolier 2P (8/58)
Hi-Diver 1P (4/59)
Kewpie Doll 1P (10/60)
Liberty Belle 4P (3/62)
Ltng. Ball 1P (12/59)
Lite-A-Card 2P (3/60)
Mademoiselle 2P (11/59)
Majestic (4/57)
Melody Lane 2P (9/60)
Mry.-Go-Round 2P (12/60)
Miss Annabelle 1P (8/59)
Oklahoma 4P (2/61)
Picnic 2P (10/58)
Qun. of Diam. (6/59)
Race Time 2P (3/59)
Rocket Ship 1P (5/58)
Roto Pool 1P (7/58)
Royal Flush (5/57)
Seven Seas 2P (1/60)
Showboat 1P (4/61)
Silver 1P (10/57)
Sittin' Pretty 1P (11/58)
Spot-A-Card 1P (3/60)
Straight Flush 1P (12/57)
Straight Shooter (2/59)
Sunshine 1P (10/58)
Spr. Circus 2P (10/57)
Sweet Sioux 4P (9/59)
Texan 4P (4/60)
Tropic Isle 1P (5/62)
Universe 1P (10/59)
Wagon Train 1P (4/60)
Whirlwind 2P (2/58)
World Beauties 1P (2/60)
World Champ 1P (8/57)

KEENEY

Flash Back .....
Old Plantation (2/61)
Black Dragon .....

WILLIAMS

Casino 1P (10/58)
Club House 1P (10/59)
Crossword 1P (4/59)
Darts 1P (6/60)
Fiesta 2P (12/59)

PINGAMES

Four Star 1P (7/58)
Gay Paree (6/57)
Gldn. Bells 1P (9/59)
Gldn. Gloves 1P (1/60)
Gusher 1P (9/58)
Jig Saw 1P (12/57)
Jungle 1P (9/60)
Kings 1P (8/57)
Music Man 4P (8/60)
Naples 2P (9/57)
Nags 1P (3/60)
Reno 1P (10/59)
Rocket 1P (11/59)
Satellite 1P (7/58)
Sea Wolf 1P (7/59)
Serenade 2P (5/60)
Space Ship 2P (12/61)
Starfire (1/57)
Steeplechase 1P (11/57)
10 Strike 2P (1/58)
3-D 1P (11/58)
Tic-Tac-Toe 1P (1/59)
Top Hat (10/58)
Turf Champ (8/58)
Twenty-One 1P (2/60)
Viking 2P (10/61)
Black Jack 1P (1/60)

SHUFFLES and BOWLERS

BALLY

Shuffles

ABC Bowler (7/55)
Congress (7/55)
Jumbo Bowler (9/55)
King Pin Bowler (9/55)
ABC Spr. Del. Bowler (9/57)
All-Star Bowling (12/57)
All-Star Deluxe (2/58)
Lucky Shuffle (9/58)
Star Shuffle (10/58)
Speed Bowler (11/58)
Club Bowler (2/59)
Club Deluxe (5/59)
Monarch Bowler (11/59)
Official Jumbo (3/60)
Jumbo Deluxe (9/60)

Ball Bowlers

ABC Bowling Lane (1/57)
ABC Tournament Bowler (6/57)
ABC Champion Bowler (10/57)
Strike Bowler (11/57)
Tropby Bowler (4/58)
Lucky Alley (8/58)
Pan American (6/59)
Challenger (9/59)

CHICAGO COIN

Shuffles

Triple Strike (2/55)
Arrow (2/55)
Criss Cross Targette (1/55)
Bonus Score (4/55)
Hollywood (5/55)
Blinker (8/55)
Score-A-Line (9/55)
Bowling Team (10/55)
Rocket Shuffle (3/58)
Explorer Shuffle (6/58)
Rebound Shuffle (12/58)
Championship (11/58)
Double Feature (12/58)
Red Pin (2/59)
Bowl Master (8/59)
4-Game Shuffle (11/59)
Bull's Eye Drop Ball (12/59)
6-Game Shuffle (6/60)
Triple Gold Pin Pro (2/61)

Ball Bowlers

Bowling League (2/57)
Ski Bowl 6 Plyr (11/57)
Classic Bowling Lg. (7/57)
TV Bowling League (11/57)
Luck Strike (1/58)
TV (with rollovers)
Player's Choice (9/58)
Twin Bowler (10/58)
King Bowler (3/59)
Queen Bowler (9/59)
Duke Bowler (8/60)
Duchess Bowler (8/60)
Princess (4/61)

SHUFFLES and BOWLERS

UNITED

Shuffles

Clipper (5/55)
5th Inning (6/55)
Capitol (6/55)
Super Bonus (9/55) DeLuxe model
Top Notch (10/55)
Regulation (11/55)
6-Star (10/57)
Midget Bowling Alley (3/58)
Shooting Stars (4/58)
Eagle (5/58)
Atlas (8/58)
Cyclone (10/58)
Niagara (11/58)
Dual (1/59)
Zenith (6/59)
Flash (6/59)
3-Way (9/59)
4-Way (12/59)
Big Bonus (2/60)
Sunny (5/60)
Sure Fire (10/60)
Line-Up (1/61)
5-Way (5/61)
Avalon (4/62)
Silver (6/62)

Ball Bowlers

Bowling Alley (11/56)
Jumbo Bowling (9/57)
Royal Bowler (12/57)
Pixie Bowler (8/58)
Duplex (11/58)
Simplex (5/59)
Advance (5/59)
League (10/59)
Handicap (11/59)
Teammate (12/59)
Falcon (4/60)
Savoy (5/60)
Bowl-A-Rama (9/60)
Tip Top (10/60)
Dixie (1/61)
Cameo
5-Star Bowling (5/61)
Classic (6/61)
Alamo (4/62)

WILLIAMS

Ball Bowlers

Roll-A-Ball (12/56) 6 Player

UPRIGHTS

AB Circus (5/56)
AB County Fair (3/57)
AB Circus Wagon Wheels (12/58)
AB Galloping Dominos
AB Circus Play Ball (4/59)
AB Magic Mirror Horoscope (11/59)
AB Mermaid (3/60)
B Jumbo (5/59)
B Sportsman (6/59)
B Jamboree (10/60)
B Super Jumbo (11/60)
CC Star Rocket (5/59)
GA Skeet Shoot (1/57)
GA Super Hunter (6/57)
GA Double Shot (4/58)
GA Wild Cat (12/58)
GA Spr. Wild Cat
GA Twin Wild Cat (7/59)
GA Super Wild Cat
Trail Blazer (12/60)
Twin Trail Blazer (2/61)
K Big Tent
K Spr. Big Tent (6/57)
K Shawnee (1/59)
K Big Roundup (3/59)
K Little Buckeroo (4/59)
K Del. Big Tent (5/59)
K Big 3 (5/59)
K Touchdown (9/59)
K Big Dipper (10/59)
K Twin Big Tent
K Criss Cross Diamond (1/60)
K Red Arrow (4/60)
Sweet Shawnee '60
Black Dragon '60
K Twin Red Arrow (5/60)
K Flashback (6/61)

ARCADE

ABT 6 Gun Rifle Range
Air Football
Air Hockey
Auto Photo Model 9
Amer. Shuff. Situation (5/61)
B Undersea Raider
B Derby Gun (2/60)
B Bulls Eye Shooting Gallery (9/55)
B Big Inning (5/58)
B Heavy Hitter (4/59)
B Ball Park (4/60)
B Sharpsbooter (2/61)
B Golf Champ (8/58)
B Bat. Practice (8/59)
B Skill Roll (B 3/58)
B Moon Raider (7/59)
B Targets (10/59)
B Spook Gun (9/58)
B Skill Parade (1/59)
B Skill Score (6/60)
B Skill Derby (10/60)
B Del. Skill Parade (4/59)
Capitol Midget Movies
CC Bullseye Baseball
CC Basketball Champ
CC 4-Player Derby
CC Goalee
CC Midget Skee Super model
CC Big League (5/55)
CC Twin Hockey (5/56)
CC Shoot The Clown
CC Stm. Shovel (5/56)
CC Batter Up (4/58)
CC Criss Cross Hockey (10/58)
CC Croquet (8/58)
CC Playland Rifle Gallery (8/59)
CC Pony Express (4/60)
CC Ray Gun (10/60)
CC Wild West (5/61)
Ex Gun Patrol
Ex Jet Gun
Ex Space Gun
Ex Pony Express
Ex Six Shooter
Ex Shooting Gal. (6/54)
Ex Star Shtg. Gal. (9/54)
Ex Sportland Shooting Gallery (11/54)
Ex "500" Shooting Gallery (3/55)
Ex Treasure Cove Shooting Gal. (6/55)
Ex Jungle Hunt (3/57)
Ex Ringer Ball (11/56)
Ex Pop Gun (9/57)
Ge Lucky Seven
Ge Sky Gunner
Ge Night Fighter
Ge 2-Player Basketball
Ge Rifle Gal. (6/54)
Ge Big Top Rifle Gallery (6/54) Super model (12/55)
Ge Gun Club
Ge Wild West Gun (2/55)
Ge Sky Rocket Rifle Gallery (5/55)
Ge Championship Baseball (9/55)
Ge Quarterback (10/55)
Ge Hi Fly Baseball (5/56)
Ge State Fair Rifle Gal. (6/56)
Ge Davy Crockett (10/56)
Ge Circus Rifle (3/57)
Ge Motorama (10/57)
Ge Gypsy Grandma (5/57)
Ge Fun Fair (3/58)
Ge Space Age Gun (6/58)/
Jungle Joe
Ke Air Raider
Ke Sub Gun
Ke Sportland DeLuxe model
Ke Ranger (3/55) DeLuxe model (3/55)
Ke League Leader (4/58)
Ke Sportland
Mid Red Ball (5/59)
Mid Joker Ball (11/59)
Midway Basooka (10/60)
Midway Shooting Gallery (2/60)

ARCADE

Del. Model (5/61)
Mills Panorama Peek (11/54)
Munves Bike Race (5/58)
Munv. Sat. Trkr. (5/59)
Mu Atomic Bomber
Mu Ace Bomber
Mu Dr. Mobile
Mu Fly Saucers
Muto Lord's Prayer
Mu Photo (Pre-War)
Mu Photo (DeLuxe)
Mu Silver Gloves
Mu Sky Fighter
Munves Squoits (11/57)
Muto Voice-O-Graph Pre-War Model Post-War Model
Mu K. O. Champ
Mu Drive Yourself
Mu Bang-O-Rama (4/57)
Philadelphia Toboggan Skee Alley
Scientific Pitch 'Em
Seeburg Bear Gun
Seeburg Coon Hunt
Set Shot Basketball
Telequiz
Un Jungle Gun
Un Carn. Gun (10/54)
Un Bonus Gun (1/55)
Un Star Slugger (7/55)
Un Spr. Slugger (4/56)
Un Pirate Gun (10/56)
UN Yankee BB (3/59)
Un Sky Raider (10/58)
Wm. Del. BB (4/53)
Wm. Major Leaguer
Wm. Big Lg. BB (2/54)
Wm. Jet Fighter (10/54)
Wm. Safari (2/54)
Wm. Polar Hunt (3/55)
Wm. Sidewalk Eng (4/55)
Wm. King of Swat (5/55)
Wm. 4-Bagger (4/56)
Wm. Crane (10/56)
Wm. Peppy Clown (12/56)
Wm. 1957 Baseball
Wm. 10-Strike (12/57)
Wm. Ten Pins (12/57)
Wm. Shortstop (4/58)
Wm. Pinchbitter (4/59)
Wm. Vangard (10/58)
Wm. Hercules (2/59)
Wm. Crusader (6/59)
Wm. Titan (8/59)
Wm. Del. Bat. Champ (5/61)
Bally Champion Horse
Bally Moon Ride
Official Baseball (4/60)

KIDDIE RIDES

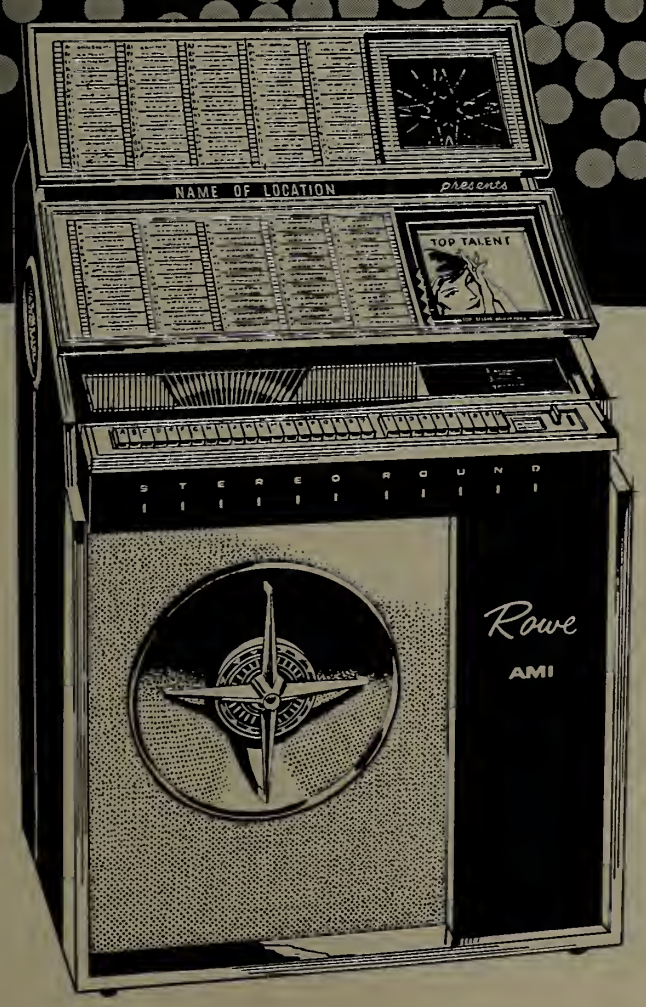
Bally Champion Horse
Bally Moon Ride
Bally Space Ship
Bally Speed Boat
Bally Tnrvle. Trolley
Bert Lane Lancer Horse
Bert Lane Merry-Go-Round
B.L. Miss America Boat
Bert Lane Fire Engine
B.L. Whirly Bird (3/61)
B.L. Moon Rocket (3/61)
Capitol Donald Duck
Capitol Elsie
Capitol Palomina Horse
Capitol See Saw
Chicago Coin Super Jet
Chicago Round The World Trainer
Deco Merry-Go-Round
Deco Space Ranger
Exhibit Big Broncho
Exhibit Mustang
Exhibit Sea Skates
Exhibit Space Patrol
Exhibit Rudolph The Reindeer
Scientific Television
Scientific Boat Ride
Texas Merry-Go-Round

THE "THREE-IN-ONE" PHONOGRAPH THAT FITS EVERY LOCATION

PLAYS
200

160

100



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PHONOGRAPHS

Smart. Sophisticated. And it works for you in every location! The new Rowe AMI lets you program 200, 160 or 100 quickly, easily.

So many new features to work for you! Modern and moving color. Self-contained Stereo Round*... Top Talent Tune programming with adjacent title strips (Your Rowe AMI distributor has display albums and 7-inch 33⅓ stereo singles) . . . Backlighted full-width location identification . . . New easy-select keyboard . . . New "now playing" record indicator . . . New 33-45 Automix . . . New front access and a host of other new design and engineering features.

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500,000
WURLITZER PHONOGRAPHS

WURLITZER PRODUCTION AVERAGES 20,000 PHONOGRAPHS A YEAR OVER 28 YEARS

In 1933 Wurlitzer produced its first coin-operated phonograph. Designated the P-10, it offered ten selections for a nickel a tune. Thus began the popularity of a mode of entertainment which has reached global proportions. Now in mid-1962 Wurlitzer has built its half-millionth phonograph and acknowledges proudly that it has the confidence of music operators which has made possible this continuing success.

Today's Model 2600 offers 200 selections, produces high fidelity stereophonic music, accepts all coins, and features, not a tune for a nickel, but half-dollar play with the Wurlitzer exclusive — 10 TOP TUNES FOR A 50c COIN AT A PRESS OF A SINGLE BUTTON. Exclusive of the war years Wurlitzer has averaged over 20,000 phonographs a year for 28 years. Each has been a tuneful symbol of Wurlitzer leadership. All have brought enjoyment to listeners and honor to a name that means music to millions throughout the world.

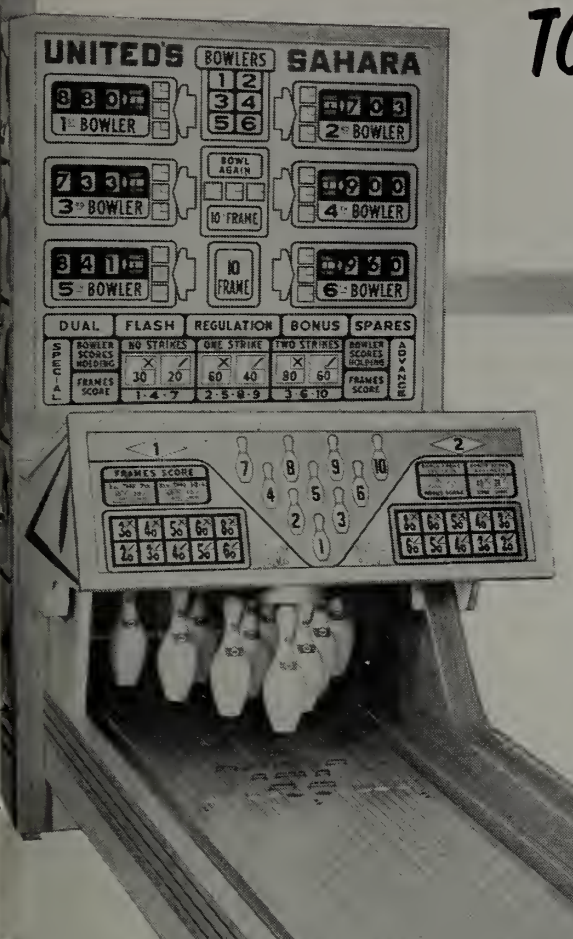
THE WURLITZER COMPANY • ***106 YEARS OF MUSICAL EXPERIENCE*** • NORTH TONAWANDA, N. Y.

UNITED'S SAHARA BOWLING ALLEY

TOPS 'EM ALL IN BOWLING PROFITS

Offers Players Choice of

Seven Ways To Play



FLASH SCORING

DUAL-FLASH SCORING

Strikes—30, 40, 50, 60, 80
Spares—20, 30, 40, 50, 60
If strike is missed, flashing lights permit player to pick-up

BIG 60
SPARE VALUE

REGULATION SCORING

ADVANCE SCORING

SPECIAL SCORING

BONUS SCORING

ALL SPARES SCORING

1 to 6 Can Play

DIME COIN MECHANISM
2 for 25c COIN MECHANISM
OPTIONAL AT EXTRA COST

Available in
13 FT. and 16 FT.
Standard Lengths

★

4 FT. and 8 FT. Sections
are available to
increase lengths as desired

Designed by the
ORIGINATOR
of Coin-Operated
SHUFFLE ALLEYS
and
BOWLING ALLEYS

UNITED OPERATORS ARE SUCCESSFUL OPERATORS

13 Ft. Shipping Weight (Crated) 740 lbs.
16 Ft. Shipping Weight (Crated) 775 lbs.

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the new ROCK-OLA Princess

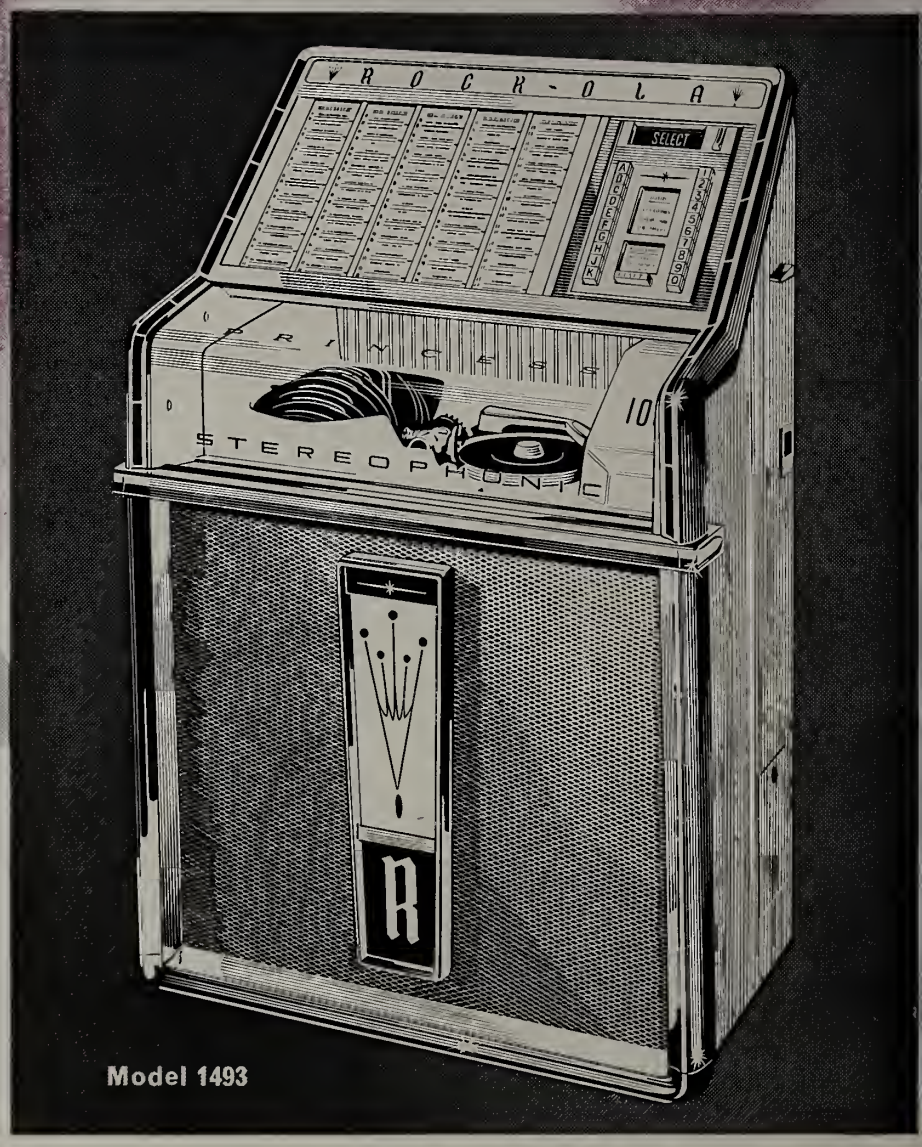
ALL PURPOSE MONAURAL · STEREOPHONIC PHONOGRAPH · 100 SELECTIONS

a new concept in compact design creates greater location reception ...increased profits

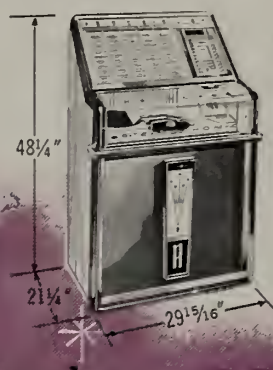
The Princess—Compact—Versatile—Daring High Styling coupled with the World Famous ROCK-OLA Tradition of excellence in engineering, unexcelled dependability and quality convinces you at a glance that here is truly the World's Finest All Purpose Stereophonic—Monaural Compact Console Phonograph.

The Princess is truly a rhapsody of color . . . a symphony of high style with the sound of the future . . . today.

Maximum earnings and complete location satisfaction are assured.



Model 1493



NEW COMPACT DESIGN. A totally new concept in "compact design," measures only 48¼" high and 29 15/16" wide and 21¼" deep. The Princess has an uncluttered, crisp appearance in any location.

COMPACT MECHANISM. Now for the first time in the history of Coin-Operated phonographs, Rock-Ola has produced an entirely new Compact Revolving Record Magazine designed specifically for use in a small phonograph. The NEW Rock-Ola compact mechanism has fewer moving parts for faster cycling and maximum ease of servicing, while preserving the traditional Rock-Ola Revolving mechanism design and operating dependability.

PERSONALIZED LOCATION PANEL. Now you can personalize the Princess Phonograph for each location, by quickly and easily snapping into place the Title bar letters provided. A full set of snap-in letters provides you with full Location, Personalization Flexibility.

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